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"CANADA'S PRAIRIE PRODUCT—GRAIN" IN THE

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
Mitchell Brothers Publishing Co.

Vol. XXXVI. CHICAGO, ILLINOIS, FEBRUARY 15, 1918

NO. 8 { One Dollar Per Annum  
SINGLE COPIES, TEN CENTS

BE A SHIPPER OF  
McKENNA & RODGERS  
and  
McKENNA & RODGERS  
will

BE A GOOD RECEIVER  
FOR YOU

WE CHALLENGE  
YOUR PATRONAGE

CHICAGO, ILLINOIS

**SIMONS, DAY  
& Co.** GRAIN,  
PROVISIONS,  
STOCKS,  
BONDS.  
We solicit consignments and offers of  
cash grain, also future delivery orders  
on all exchanges.  
322 Postal Telegraph Bldg. CHICAGO  
Direct Private Wires to New York and Illinois and Iowa Points

Established 1877  
**LANGENBERG BROS. GRAIN CO.**  
**GRAIN and HAY**  
We Solicit Your Consignments  
ST. LOUIS MISSOURI

## Transit Leaks

are unknown to the grain shippers  
who use

## KENNEDY Car Liners

Enormous Increased Sales prove the  
Efficiency, Merit and Serviceability  
of these liners.

### The Kennedy Car Liner

is the only device offered the grain  
shipper that makes a car Leak-Proof.  
Cheap—Modern—Profitable. Write  
now for particulars.

THE KENNEDY CAR LINER & BAG CO.  
Shelbyville, Indiana, U. S. A.

## THE ILLINOIS SEED CO. GRASS SEEDS FIELD

BUYERS CHICAGO SELLERS

Ask for Samp'es

Mail Samples for Bid-

TIMOTHY, CLOVERS, ALSIKE, ALFALFA, MILLETS, RED-  
TOP, BLUEGRASS, SEED GRAIN, GRAIN BAGS, Etc.

## Carlisle Commission Co.

(Established 1889)

### Hay and Alfalfa Meal Products

736-738-746 Live Stock Exchange Building

KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have un-  
equalled facilities, the largest established trade and outlet. Liberal advances on  
consignment. Kansas City handling charges the lowest, service the best.

Write Us Your Needs in Alfalfa Meal

Get Our Delivered Price

**The WAGNER**

Covers all markets. Ask for the weekly or  
daily issue. Has the largest circulation of any  
grain literature.

Stocks E. W. Wagner & Co. Bonds  
Grain Cotton  
Members New York Stock Exchange  
Members New York Cotton Exchange  
Members Chicago Board of Trade  
Continental & Commercial Bank Bldg.

**LETTER**

Established 30 years

CHICAGO

## Courteen Seed Co.

MILWAUKEE, WISCONSIN

### CLOVER and TIMOTHY SEEDS

SPECIAL PRICES ON GRAIN BAGS

Write Us When Interested



## DIXON'S SILICA GRAPHITE PAINT

Pigment—Flake Silica-  
Graphite. The silica is hard,  
the graphite is soft, each  
helps the other, both prac-  
tically indestructible—an

ideal pigment for protective purposes.  
Vehicle-Boiled Linseed Oil—No paint  
vehicle has yet been found to equal  
linseed oil.

Our Part—We blend the silica-graphite  
and best quality linseed oil by long,  
careful and scientific grinding into a  
protective paint that for over 50 years  
has been making long-time records for  
endurance and low cost.

Write for Booklet No. 17-B

Made In Jersey City, N. J., by the

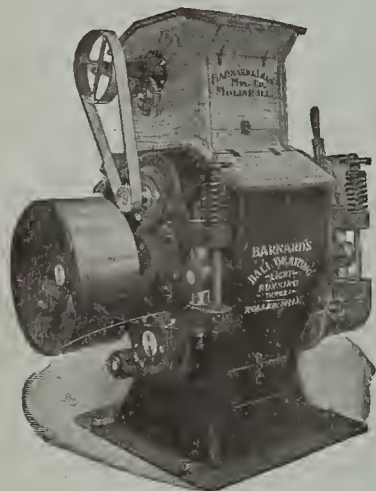
JOSEPH DIXON CRUCIBLE CO.

ESTABLISHED 1827

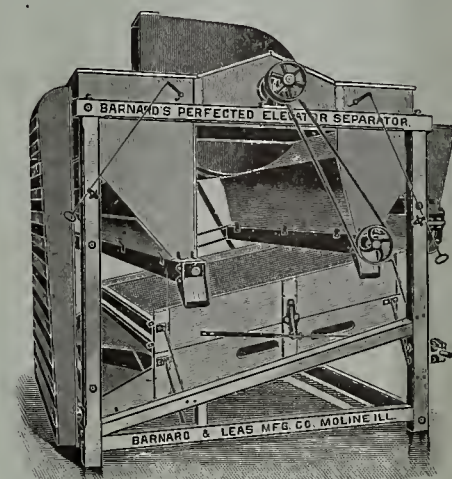


# Everything for Handling Grain

*No need to look farther*



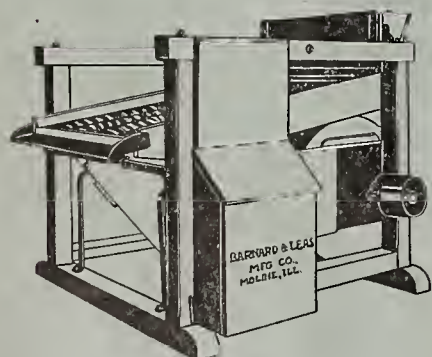
Feed Grinders  
Grain Cleaners  
Oat Clippers  
Oat Separators  
Corn Shellers



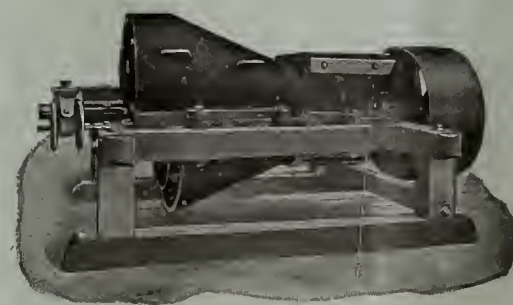
Corn Cleaners  
Feed Screens  
Corn Rolls  
Dust Collectors  
Turn Heads  
Wagon Dumps  
Automatic Scales  
Wire Cloth  
Perforated Metal  
Rope Drives  
Friction Clutches  
Grain Shovels



Belt Elevators  
Man Lifts  
Heads and Boots  
Belting  
Elevator Cups  
Steel Conveyors  
Belt Conveyors  
Shafting  
Shaft Bearings  
Pulleys  
Sprockets  
Link Belt



*Write today for  
circulars concerning any  
machines which  
interest you*



## **BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND  
MILL FURNISHERS**

**ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.**



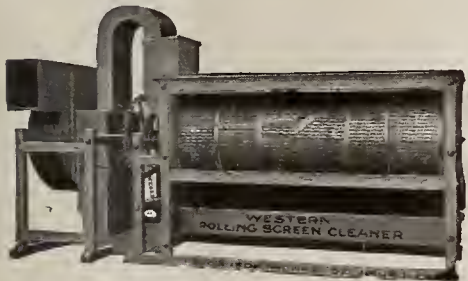
# The WESTERN Line ELEVATOR EQUIPMENT



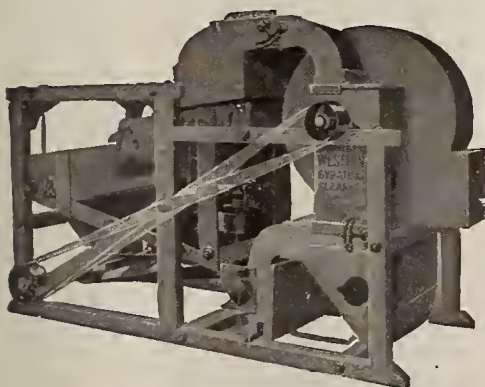
"Western" Pitless Warehouse Sheller



"Western" Warehouse Combined Sheller



"Western" Rolling Corn Screen Cleaner



"Western" Gyrating Cleaner

THE railroads have been taken over by the Government in order that they may be so efficiently operated as to eliminate embargoes, etc. Elevator owners should operate their plants just as efficiently as possible and the surest way to do this is to install up-to-date machinery.

YOU should ascertain what standard of service you are getting from your machines. The benefits of good service are great enough to justify your own personal attention to this question. But service is not merely a matter of machines in running order. Smoothness in running and freedom from trouble are equally necessary, for these things make your whole system more efficient and economical.

YOU can place your dependence in WESTERN machines. They have long ago earned a reputation for smooth-running performance. The sound principles of their construction is beyond question and they have proved the most dependable for all elevator work. That they are giving satisfaction to all users is shown by the continuous flow of unsolicited testimonials we receive.

Send for one of our illustrated catalogues. Compare our line of elevator equipment with others and you will see the superiority. Satisfactory service is guaranteed and they are priced at as low a figure as any good machines can possibly be.

## UNION IRON WORKS

DECATUR, ILL., U. S. A.

Complete Line of Shellers and Cleaners kept at 1221-23 Union Ave., Kansas City, Mo.





## Read What These Elevator Men Say

Elliott & Myers,  
Superior, Nebr.,  
March 2, 1917.

With regard to AMERICAN MARVEL MILL, which we installed in December, 1913, we are pleased to say that in the three years our net profits from the operation of this mill have exceeded \$15,000.

McQuesten & Lewis,  
Manchester, N. H.,  
Dec. 26, 1917.

As stated several times before to you, our AMERICAN MARVEL MILL has been an excellent proposition for us. It makes a very nice flour, gives no trouble and is doing most excellent work.

We make all our Rye Flour spring patent, also Graham Flour with it.

Miesenhelder Bros.,  
Palestine, Illinois,  
Jan. 10, 1917.

We are sending, under another cover, samples from our mill on a test run made yesterday. We got better than 44 pounds to the bushel of clean wheat on this run. During the past week we have been getting a daily test. Tests have been running from 42½ pounds to 44½ pounds, and the mill has been running up to capacity. This, we think, is extra good, but would be afraid to publish in the milling journals, as we feel quite sure we would be branded liars by the big millers.

Easton Grain Company,  
San Angelo, Texas,  
March 14, 1914.

We will state that we believe that any elevator man anywhere, in our estimation, is throwing away dollars and cents by not having one of your mills installed in his plant, no matter what kind of wheat country he is in, as it mills all kinds of wheat, as per our experience. Millers who have seen this machine state that they can not understand how it mills the way it does, but if you will put the wheat in the mill and give it the power you will get the results.

We thank you for being instrumental in persuading us to install one of these MARVEL mills.

M. S. Williams,  
Williston, N. Dak.,  
July 13, 1915.

Can fully recommend AMERICAN MARVEL MILL, also your manner of doing business. Believe there is a call for many of them and that they will prove a good thing for any community wherever established.

Hume, Robertson & Wycoff Company,  
Madison, Nebraska,  
Sept. 21, 1914.

We are well satisfied with our Midget Mill. We consider it more profitable than any other small mill we know of. By this we mean that we can manufacture a barrel of flour cheaper than any mill that has as small a capacity. As to the quality of flour, will say that we are selling all we can make in competition with some of the largest and best equipped mills in this territory. The mill will produce all that it is rated at, and will not use any more power than the manufacturers state is necessary.

## Elevator Men—Attention!

## The U. S. Government War Regulations

have made this the time of all times for you to add a new source of profit to your business. Don't sit back and blame your luck; do as dozens of other elevators are doing right now — grasp this splendid opportunity that has proven so profitable to other elevators — it will immediately establish you in a substantial and profitable new branch of business in which you have every advantage. With a small investment, on very easy terms, you can equip immediately with a self-contained, easily operated

## American (Midget) Marvel Mill

and begin at once to mill Wheat, Rye, Buckwheat and Barley flour.

Let us tell you the full facts regarding the opportunities in small milling under the present Food Administration Regulations — facts that will make you want to get in on this proposition without a minute's delay. We have the complete, correct, authoritative information, direct from Washington headquarters, and can show you very quickly how you can turn this whole situation to your full advantage.

The American Marvel, made in seven capacities from 15 to 100 barrels per day, is now in use in over 1200 mills and elevators. After seven years' wonderful results it has, during the past twelve months, been bought and installed by more mills and elevators than any other milling equipment manufactured anywhere in the world. Being a compact, self-contained equipment, it can be installed in very small space. No new building needed. It operates on a fraction of the power required by other milling machinery; is simple, automatic and will last a lifetime. One man can do all the work and without previous milling experience.

Our Expert Service Department will install this mill for you and work hand in hand with you, giving you every assistance. We have helped hundreds of men inexperienced in milling to build up very profitable milling businesses. We will do this for you.

**Write Us At Once** and let us give you the full, interesting facts about your opportunity with one of these mills. It is the very thing for you as an elevator man to investigate thoroughly and quickly. Also let us explain full details regarding your using our strongly established brand "FLavo FLour" in your community. We have a plan that will win big for you just as it has for hundreds of others.

**WRITE—It may mean a turning point for you as it has for others in your position**

**ANGLO-AMERICAN MILL COMPANY, Inc.**  
445 Trust Building, Owensboro, Ky.



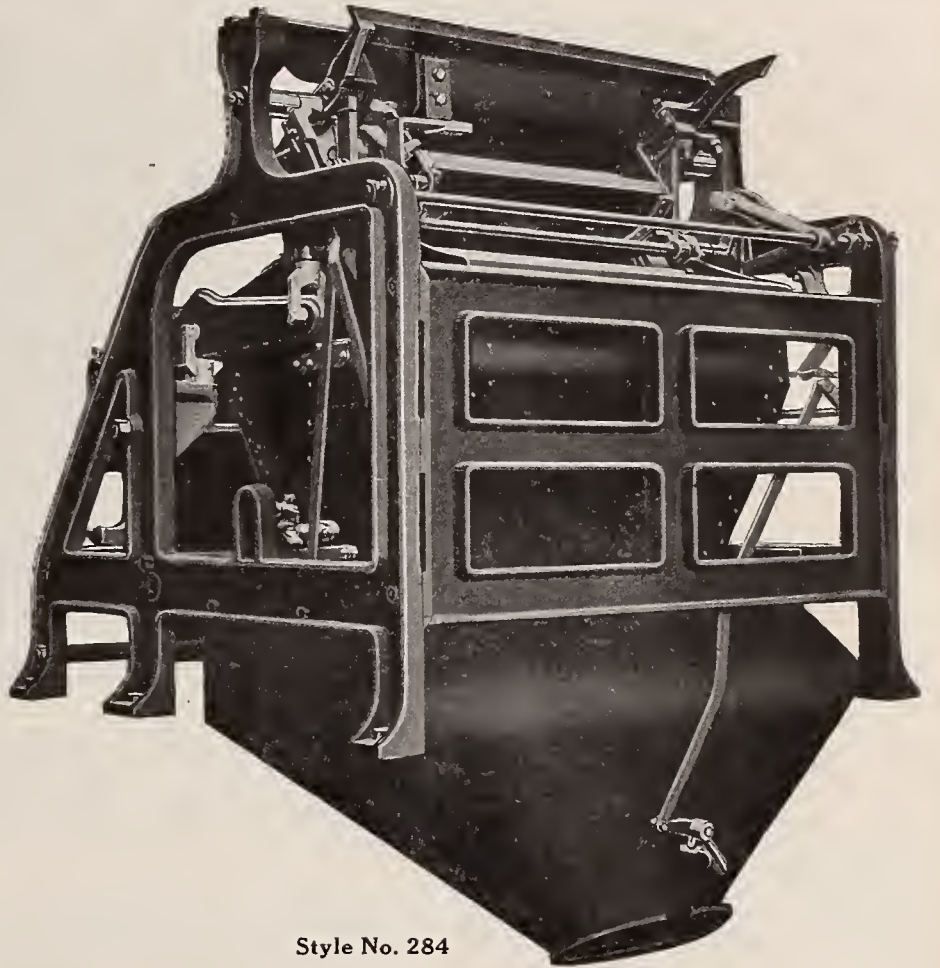
# THE REGULATIONS

of the U. S. Food Administration makes imperative an accurate Weight of all grain going in and out of elevators, and the lately passed Net Weight Law requires all commodities in interstate commerce to be marked with the exact net weight.

## Automatic Grain Scales

are built in various sizes and equipped with a register which records every weighing. They are adapted to the work required, and the capacity varies according to size of bucket. The best results and highest efficiency are accomplished by the simplest means. U. S. Standard Weights used.

Fully guaranteed. Our policy is to fulfill the just expectations of purchasers of our machines.



Style No. 284

*Write for our Catalog*



# AUTOMATIC WEIGHING MACHINE COMPANY

134-140 Commerce Street

Main Office and Factory

Newark, N. J.

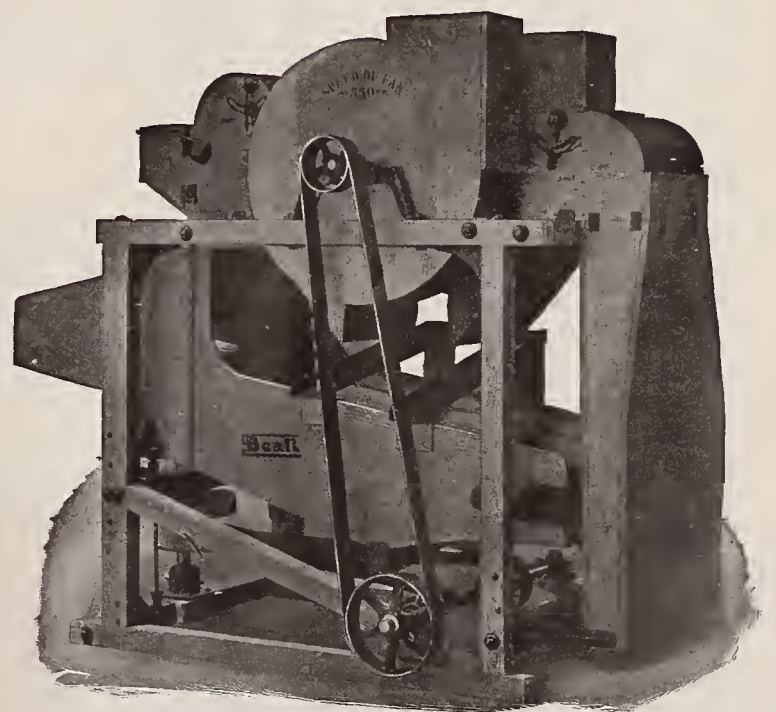
# Clean Your Grain

No machine you can buy will pay such big dividends now as a warehouse separator. But even then if your grain is poorly cleaned it will reduce your profits.

**Beall**  
THE MARK OF QUALITY

## Warehouse and Elevator Separators

will clean your grain as it should be cleaned. They have set a new standard of efficiency. The best proof of the soundness of the theory upon which they are designed and built, and the quality of the materials used in their making is a steady increase in the number of them in use.



Built in Ten Sizes

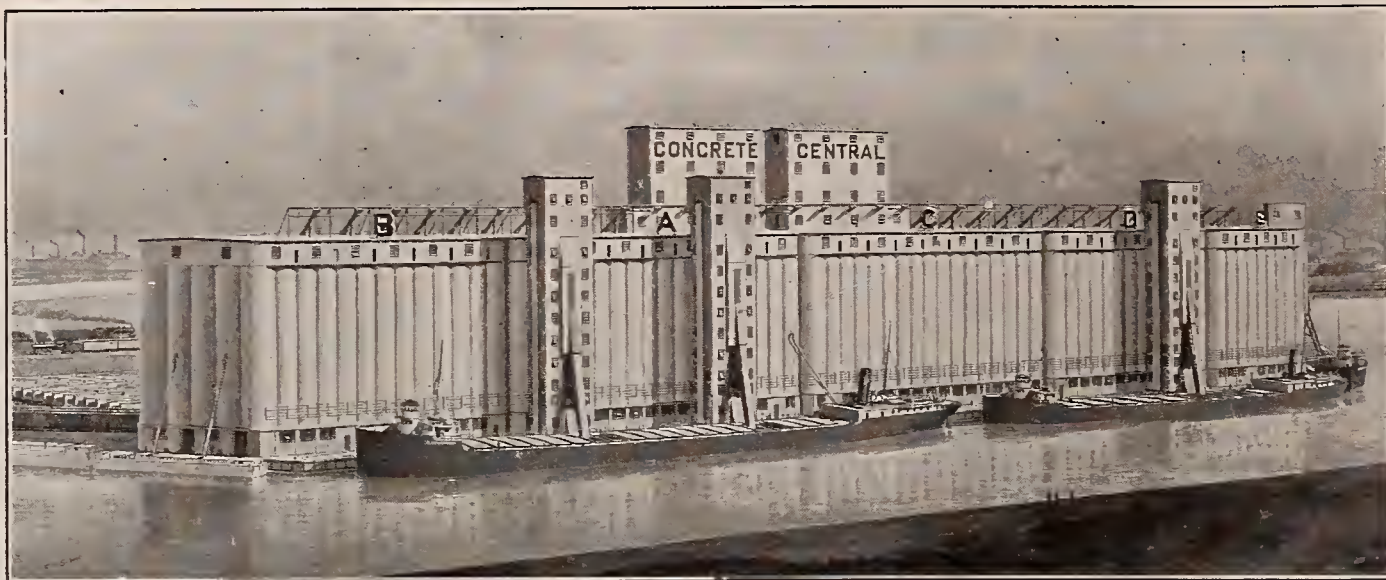
*Write for Descriptive Catalog and List of Beall Operators.*

# THE BEALL IMPROVEMENTS CO., Inc.

Decatur

Illinois





CONCRETE-CENTRAL ELEVATOR, CAPACITY 4,500,000 BUSHELS

THESE "MONARCH ELEVATORS" make it possible to handle expeditiously and economically Buffalo's 200,000,000-bushel Grain Business.

Houses of "Monarch" construction are excelled by none in design, arrangement, and economy of operation.

*Other "MONARCH" Elevators in Buffalo and Vicinity*

Wheeler  
Monarch  
Connecting Terminal

Kellogg  
Buffalo Cereal Co.

Superior  
Geo. J. Meyer Malting Co.  
Shredded Wheat Co.

CONSULT US BEFORE BUILDING

**Monarch Engineering Company**

*Engineers and Contractors*

**Buffalo, N. Y.**

## One of the 1917 Variety of Reliance Built Elevators



Here is another 30,000-bushel grain elevator built for the Covington Grain Co. at Foster, Ind. It is one of the three plants built by us for this company, a sure proof of the efficiency of

### Reliance Modern Construction

Reliance built elevators are designed and built along the most modern, up-to-date lines. They are arranged in a way that promotes efficiency and economy in handling both incoming and outgoing grain. Ask your nearest Reliance Elevator operator. He is our best salesman.

We build both concrete and wooden houses and any grain dealer who contemplates building or overhauling his old plant should investigate "Reliance" designing and construction.

### Bumper Crop Ahead

The Government demand of the farmer for increased acreage and most intensive agriculture should make 1918 a banner year for grain dealers. Equip yourself with a "Reliance built" elevator and help your country "speed up." Write us your needs.

**Reliance Construction Company - - Indianapolis, Ind.**





## Canadian Government Railway's Elevator TRANSCONA, MANITOBA

Recently Completed.

Capacity of Plant: 1,000,000 Bushels.

Designing and Consulting Engineers for Entire Work

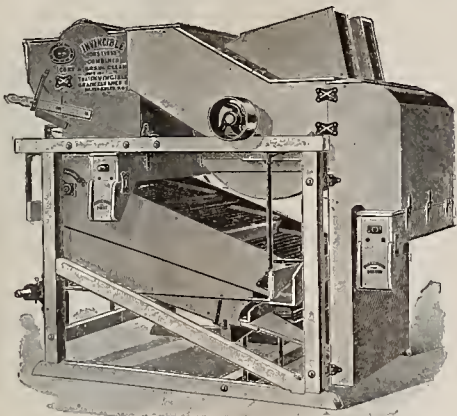
# John S. Metcalf Company, Limited

GRAIN ELEVATOR ENGINEERS

54 St. Francois Xavier Street, MONTREAL, CANADA

108 South La Salle Street, CHICAGO, ILL., U. S. A.  
395 Collins Street, Melbourne, Australia

35 Southampton Street, LONDON, W. C., ENGLAND



**A Lever—  
Throw It Over  
The Trick Is Done.**

so easy—so simple—  
no shut down—no  
time wasted.

Your grain is now going to the other set of screens. There they are just waiting for the call to service and *you call when you want to clean another kind of grain.*

How long are you going to bother with the job of changing screens?

## Invincible Grain Cleaner Company

Department No. 1

SILVER CREEK, N. Y.

REPRESENTATIVES

Chicago, Ill., 1041 Webster Bldg.....A. H. Kay  
Bristol, Tenn., 111 East 5th St.....H. C. Purvine  
Indianapolis, Ind., Board of Trade.....C. L. Hogle  
Kansas City, Mo., 211 Postal Bldg.....F. J. Murphy  
Minneapolis, Minn., and Winnipeg, Man.....Strong-Scott Mfg. Co.  
Philadelphia, Pa., 5774 Hunter St.....C. Wilkinson  
Fremont, Ohio, Box 363.....Bert Eesley  
San Francisco, Cal., 17th and Mississippi.....W. King, Pacific Coast Representative

## H. Z. BALLINGER

CONTRACTOR - DESIGNER  
Grain Elevators Ear-Corn Plants

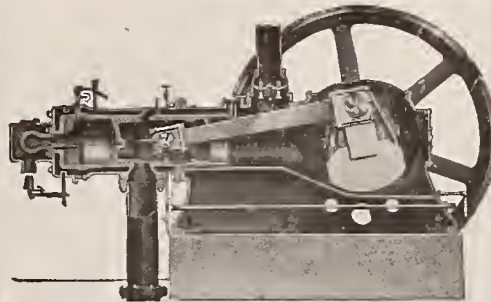
COMPLETE

Unity Bldg.

Bloomington, Ill.

## THE MONEY MAKING MUNCIE OIL ENGINE

IDEAL POWER FOR ELEVATOR SERVICE



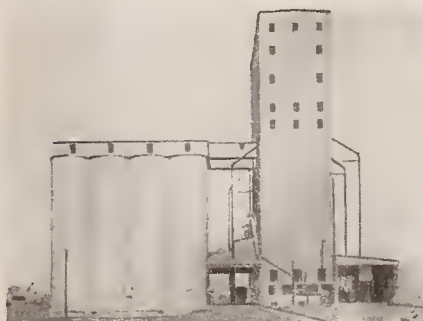
Quickly started. Easily handled, requiring only incidental attention. Smooth governing, low fuel consumption, at full and fractional loads. Uses cheapest crude or fuel oil. Satisfaction guaranteed. Simplicity very appealing. Strongly constructed and long life. Write today for abundant facts and proof of what thousands of others have been accomplishing.

Bulletin No. 22 free upon request.

Sizes 10, 20, 25, 30, 35, 40, 45, 50, 55, 60, 70, 80, 85, and 100 H. P. Write today.

**Muncie Oil Engine Company**  
115 Elm St., MUNCIE, INDIANA

## The Only Logical Thing—Have Burrell Build It



We maintain the largest and most efficient engineering and construction organization for large or small elevators and flour mills, warehouses, etc., ever gathered together by a concern in our line. Over 135 contracts last year. Consult us. It costs you nothing.

Complete Grain Elevators and Mill Buildings, Concrete or Wood

## Burrell Engineering & Construction Co.

Webster Building, CHICAGO.

PORTLAND, ORE.

715 Herskowitz Building, Oklahoma City, Okla.



## It Will Last

Reinforced concrete. Built for heavy floor loads.  
Uses the daylight. Tracks arranged right.

**"Macenco Results"**



1500 barrel Mill, 300,000 bushel Elevator and  
500 H. P. Diesel Power Plant of the Kansas  
Flour Mills Company, Great Bend, Kansas.

**Macdonald Engineering Company**

53 West Jackson Boulevard  
CHICAGO

## EVERLASTING and BUILT RIGHT

WHEN you build grain tanks, water tanks, and coal pockets nowadays, you want them **built right** and you want them to **last forever**. Monolithic concrete is the ideal everlasting material, and the POLK SYSTEM of circular concrete construction is the ideal system—sensible, scientific and sane.

No strain on green walls  
No dangerous scaffolding  
Absolutely perfect alignment

The lowest construction costs  
The best possible structure



***That's  
the Polk  
System!***

We'll be glad to send you a handsome, worth-your-study catalog. To save time, let us know your specific needs.

**Polk Genung  
Polk Company**

706 Fisher Building  
CHICAGO

## FOLWELL-AHLSSKOG CO.

**Engineers and Contractors**

*Designers and Builders*  
OF

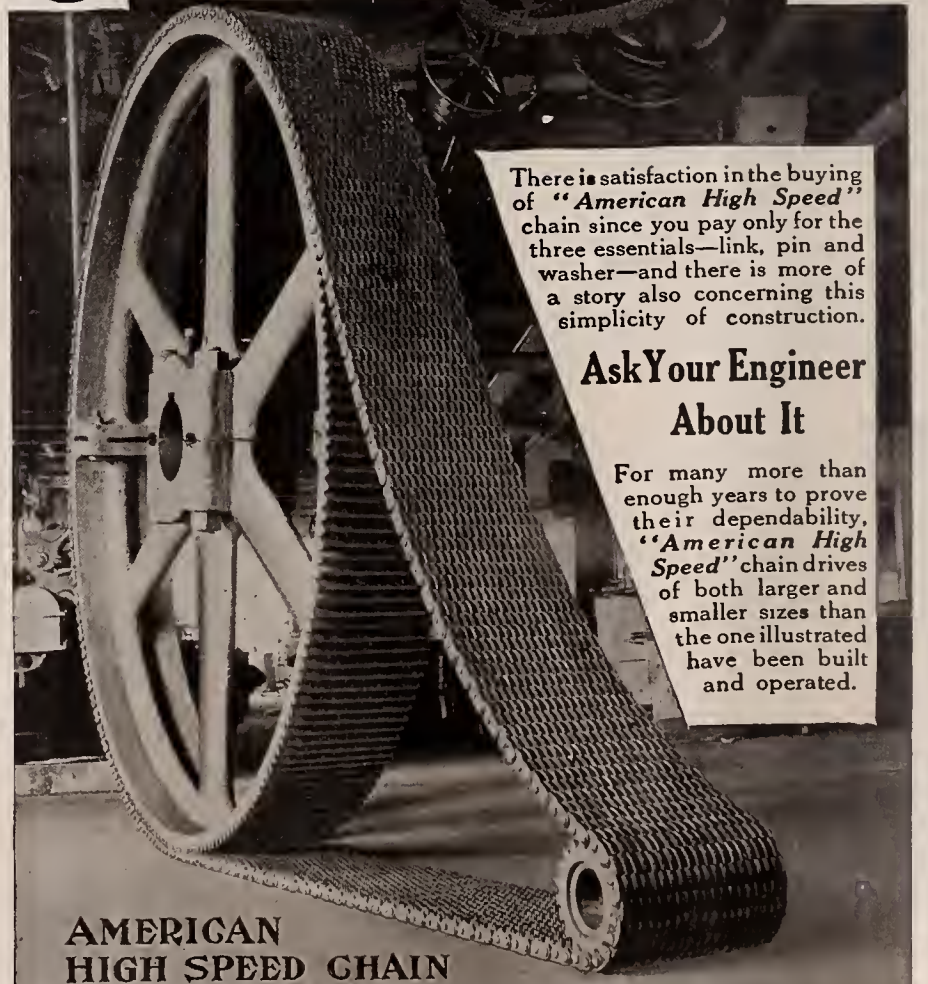
Grain Elevators, Flour Mills, Industrial Plants, and other  
Engineering Works



PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine Tower Reinforced Concrete. Latest improvements. Write us for designs and estimates.

2051-6 McCORMICK BUILDING, CHICAGO



There is satisfaction in the buying of "American High Speed" chain since you pay only for the three essentials—link, pin and washer—and there is more of a story also concerning this simplicity of construction.

**Ask Your Engineer  
About It**

For many more than enough years to prove their dependability, "American High Speed" chain drives of both larger and smaller sizes than the one illustrated have been built and operated.

**AMERICAN  
HIGH SPEED CHAIN**

"Most Horse Power Years Per Dollar"

**ABELL-HOWE COMPANY**  
NATIONAL DISTRIBUTOR  
CHICAGO





## TWO MILLION BUSHEL FIRE PROOF RECEIVING ELEVATOR

FOR

**Washburn-Crosby Company**  
Minneapolis, Minn.



*Write us for designs and estimates*

We Design and Build Elevators, any type of construction, in any part of the World.

**JAMES STEWART & CO., Inc.**  
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

W. R. SINKS, Manager

CHICAGO, ILL.

Chicago & Northwestern Railway Company's New  
Reinforced Concrete Grain Elevator Being Built  
at Council Bluffs, Iowa, for the Urdike  
Grain Company of Omaha, Neb.



Our experience covers every branch of grain elevator  
building work as well as any type or style of construc-  
tion to meet requirements in any locality.

*Designs and estimates promptly furnished.*

**Witherspoon-Englar Company**

1244-1250 Monadnock Bldg.

CHICAGO, ILL.

CONTRACTORS  
FOR

**GRAIN ELEVATORS**

COMPLETE WITH MACHINERY INSTALLATION

**DEVERELL, SPENCER & CO.**

Garrett Building

Baltimore, Maryland

**Reliance Construction Company**

**Furnish Plans, Estimates and Build  
COUNTRY GRAIN ELEVATORS**

Our long experience as a builder of elevators insures you an  
up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.

**If Your Elevator Needs Overhauling  
This Season—Then Write Us Now**

You get the benefit of our many years of experience  
in elevator building, millwrighting and repairing.

Also handle a full line of elevator and conveying  
machinery including manlifts, buckets, belting, steel  
spouting, etc.

Let us send you figures and prices on any-  
thing you may need now. Write us today.

**W. E. BURRELL, Elevator and Repair Specialist**  
29 SOUTH LA SALLE STREET, CHICAGO, ILLINOIS

**The Barnett & Record Company**

**GENERAL CONTRACTORS**

Designers and Builders of

**Grain Elevators, Flour Mills and Heavy Structures**

Reinforced Concrete and Steel Ore Dock con-  
structed at Superior, Wisconsin, for the Allouez  
Bay Dock Company. Entirely Fireproof.

*Write for Designs and Estimates*

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ontario





# A BIG SELLER

The ease and economy with which SCHUMACHER FEED supplies the maintenance or carbohydrate part of the dairy ration makes it the ideal feed for you to handle in connection with BIG "Q" the popular Protein feed.

Dairymen have found that these two feeds when fed in combination, to be the logical, economical feeds for maintenance and large milk production.

## SCHUMACHER FEED

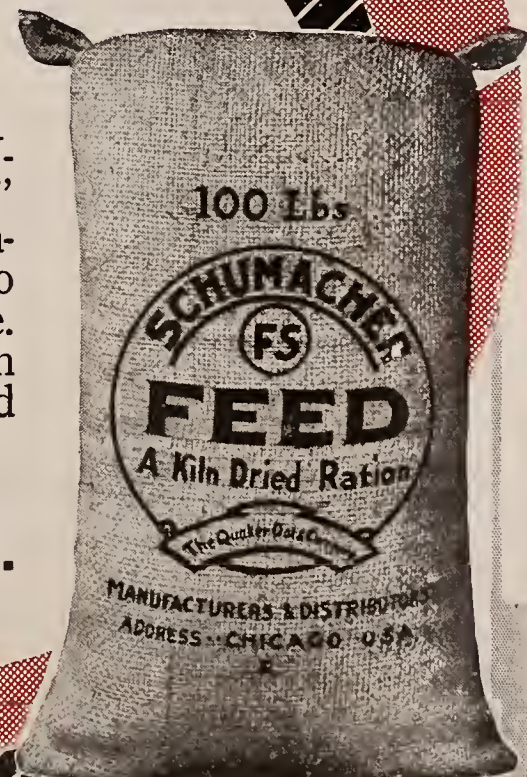
is the fastest and biggest selling feed in the world—partly because it is the most widely advertised feed, but principally because it is the best "all 'round" feed. Your customers can profitably feed it the year around to cows, steers, hogs and poultry.

If you are not **handling** and **pushing** SCHUMACHER FEED in connection with BIG "Q" DAIRY RATION you are losing opportunities for all year 'round profits. These two feeds will bring customers to your store. They are the winning combination which will insure satisfaction to your trade and increased profits for you.

Write for quotations TODAY.

**The Quaker Oats Co.**

Address CHICAGO, U. S. A.



## FUL-O-PEP POULTRY FEEDS

We have just put out a new line of Poultry Feeds that are proving a sensation in the poultry field: FUL-O-PEP DRY MASH; FUL-O-PEP SCRATCH GRAINS; FUL-O-PEP CHICK FEED; and FUL-O-PEP GROWING MASH.



# GOING STRONG!

*Mr. Dealer:*—If you are not yet handling BIG "Q" DAIRY RATION you have overlooked one of the best sellers and best business builders in the feed business.

It is already in the front rank of dairy feeds—and well in the lead.

It is selling as well (although on the market only a short time) as any other dairy ration, and better still, it is bringing back feeders who are doubling and trebling their first orders.

The answer is—RESULTS. It is the last word in a "down-to-date" high protein dairy ration, and consequently a drawing card for the dealers handling it.

## THE **Q** DAIRY RATION

*is different from all other protein dairy feeds*

It was brought out to meet a demand for a high protein mixture having a wider variety of ingredients and possessing the highest quality of protein content—a feed that combines the five essentials of an ideal ration.

These are: PALATABILITY, DIGESTIBILITY, NUTRITION, VARIETY, REASONABLE COST. It is filling that demand and producing surprising results.

If you want to be in the **front rank** in the feed business, in your section, get BIG "Q" and push it. When sold in combination with the old reliable carbohydrate feed SCHUMACHER—you can "cinch" the feed business in your locality.

Write and ask us how we can help you do it. **WRITE TODAY.**

**The Quaker Oats Co.**

Address **CHICAGO, U. S. A.**

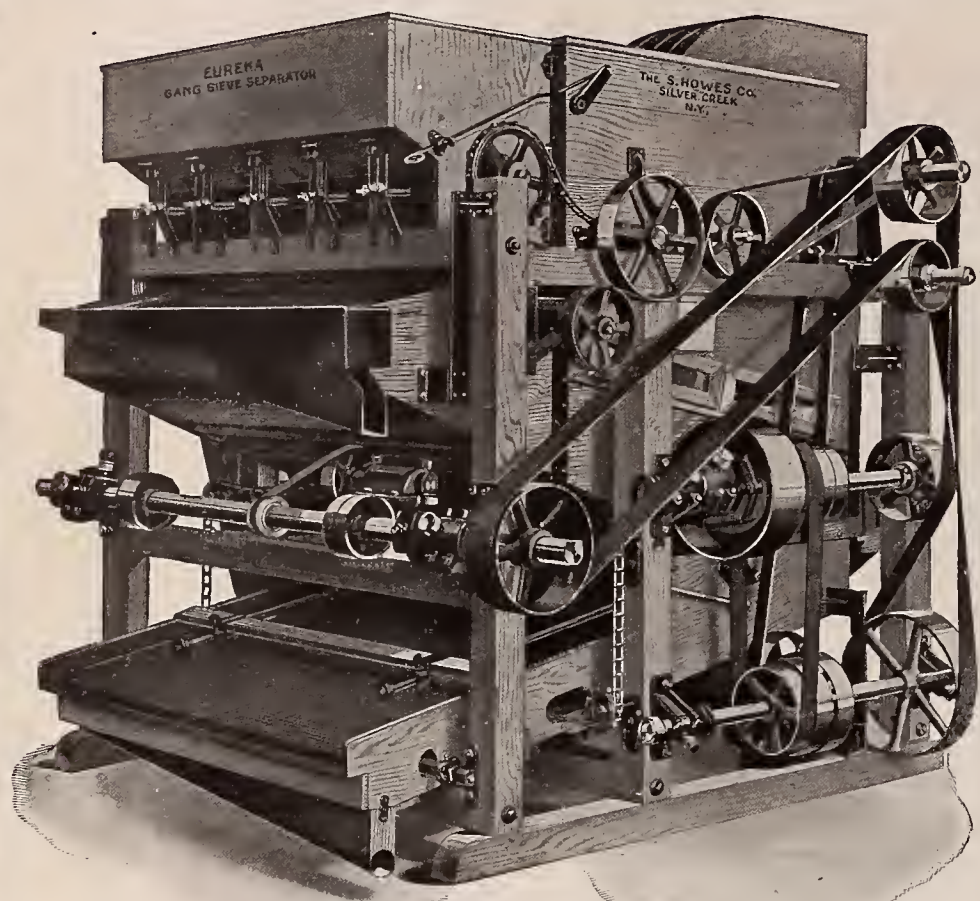


**QUALITY**

If you are not handling these poultry feeds you are losing a profitable part of the feed business. Our extensive advertising campaign is creating a big demand for these new and BETTER feeds. Add them to your line.

**FUL-O-PEP**  
POULTRY FEEDS





*As an illustration of this machine's*  
**WONDERFUL  
EFFICIENCY**

*we cite the following:*

A 36,000-lb. car containing king head wheat was cleaned at the rate of 300 bushels gross weight per hour. This abnormal mixture contained approximately 35 per cent of king heads. In putting the grain but once through the machine, 12,800 lbs. of king heads were extracted, and the clean wheat weighed 50 lbs. to the bushel.

**The EUREKA GANG SIEVE SEPARATOR**

*WILL REMOVE*

Oats From Wheat and Wheat From Oats  
Barley From Wheat  
Rye From Barley  
Oats From Barley  
Oats From Rye

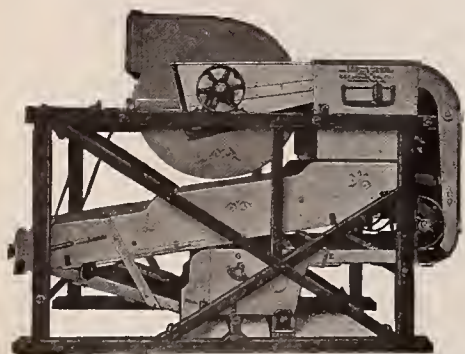
Let us mail you photographs and other reports from users.



**S. HOWES COMPANY, Inc.**  
SILVER CREEK, N. Y.



# The Winners for 1918



The steady, consistent increase in sales is the surest indication of the value of CONSTANT machines to the grain trade. Our aim for the past several years has been to manufacture and sell only high-grade equipment at reasonable prices.

THE U. S. CORN SHELLER is the quickest and cheapest installed of any on the market. Mounted on heavy wood frames unless you prefer the all iron sheller. Easily and quickly repaired, with fan discharge over or under, right or left hand. A standard sheller for grain for the country grain elevator.



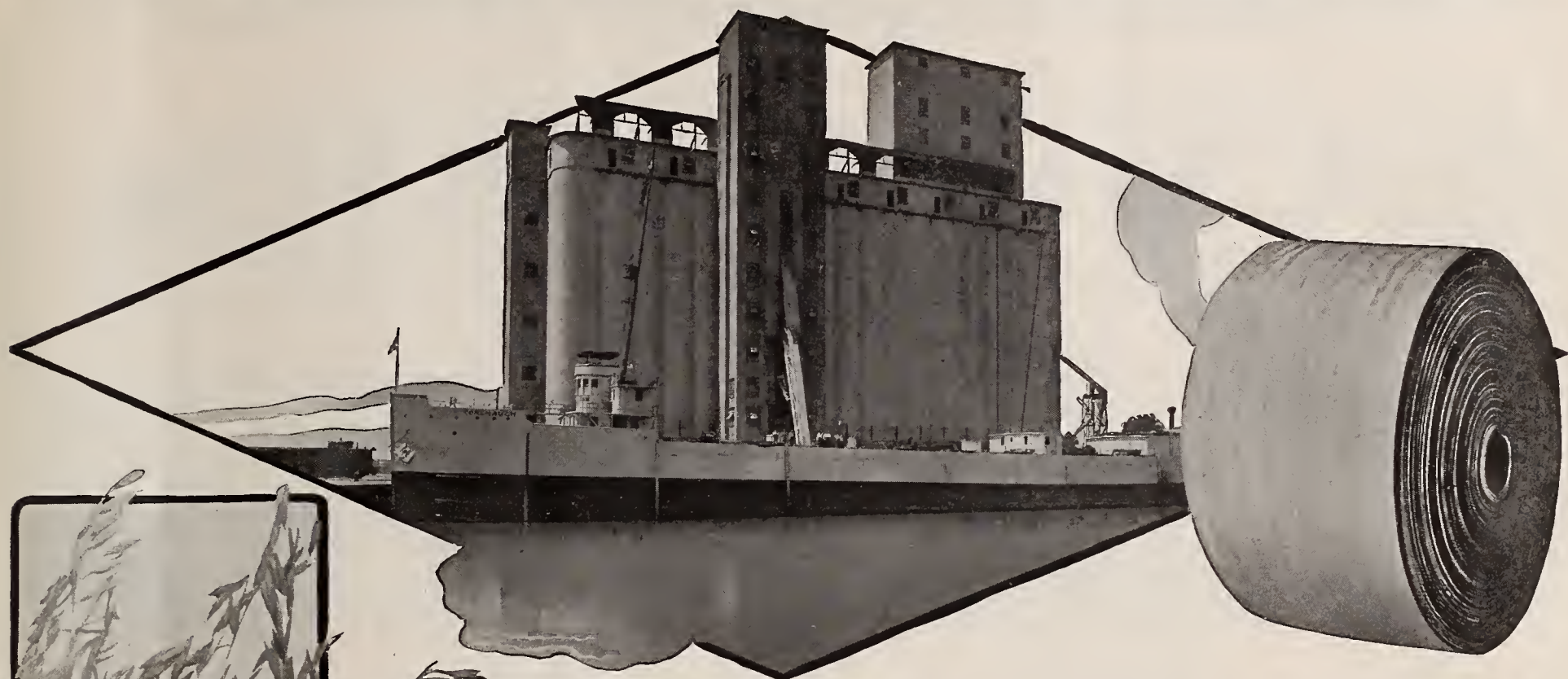
THE CONSTANT SAFETY BALL BEARING MAN-LIFT has points of advantage distinctly unique for this machine. Fitted with adjustable brake which we guarantee. Easy to operate and absolutely safe. Just the machine you want for your elevator.



*Everything for the Grain Elevator  
Write for General Catalog*

**B. S. Constant Mfg. Co. - - Bloomington, Ill.**





## For line elevators or big terminals these belts prove most satisfactory

**W**HEREVER grain is handled—in small country stations or huge terminals—everywhere they have been tried—Diamond Belts have gained the confidence of operators.

Whether in enormous plants like the new Public Grain Elevator at New Orleans—completely equipped with Diamond Belts—or interior line stations, the following frank statement of Diamond satisfaction is universal:

“During the past ten years we have bought Diamond Elevator and Conveyor Belts and the service has warranted placing our order with you again this season. For our country stations as well as heavy duty drives, Diamonds Belts are proving satisfactory.”

We shall be glad to tell you the names of experienced Diamond users and more about Diamond service.

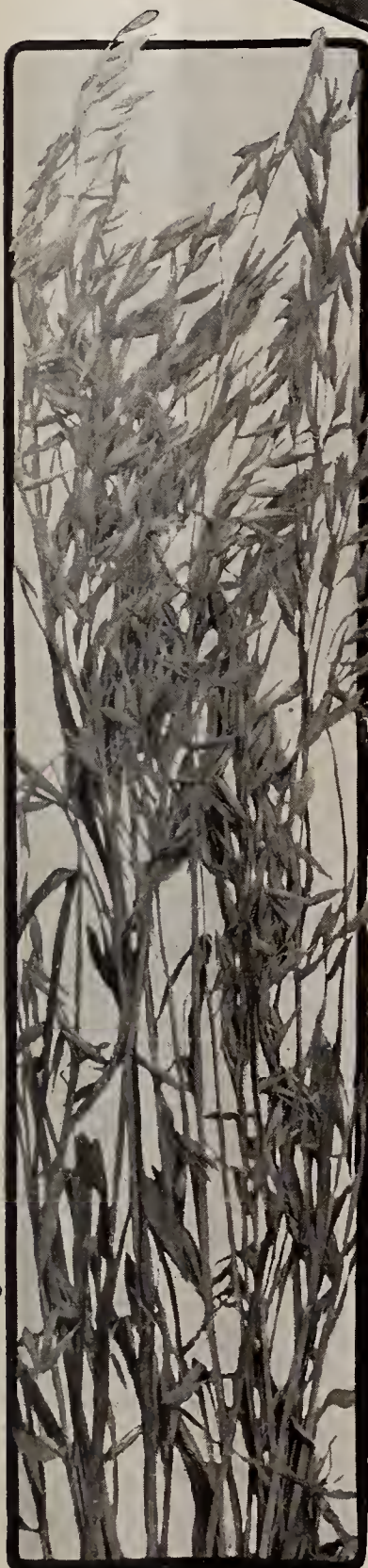
**The Diamond Rubber Company**  
(Incorporated)

Factories: AKRON, OHIO

Distributors Everywhere

# Diamond

## GRAIN ELEVATOR BELTS







# Cincinnati's

## Hay Plugging System

Our method of inspecting each and every car handled  
in this market is

**Best for the Shipper**  
**Best for the Buyer**

The plugging method of car inspection makes it possible to sell hay on its merits or feeding value and is the surest and safest for country shippers to depend on. It also gives the buyer full assurance as to the quality and grade of hay he is purchasing.

It is Cincinnati's endeavor to serve the trade to its entire satisfaction, always, and to this end the Grain and Hay Exchange of the Chamber of Commerce leased four tracks on Front Street from the L. & N. R. R. at a high annual rental, for the purpose of plugging and inspecting each and every car of hay handled in Cincinnati. These tracks will accommodate over 100 cars.

This improved method of car inspection assures the shipper and buyer of hay a true, honest inspection and a true, honest price on every car of hay received and shipped at this market. When the car is sold no appeal for re-inspection is permitted.

Cincinnati is the logical gateway to the South and East, which, together with the splendid local demand, makes it a most profitable market for shippers and buyers of hay.

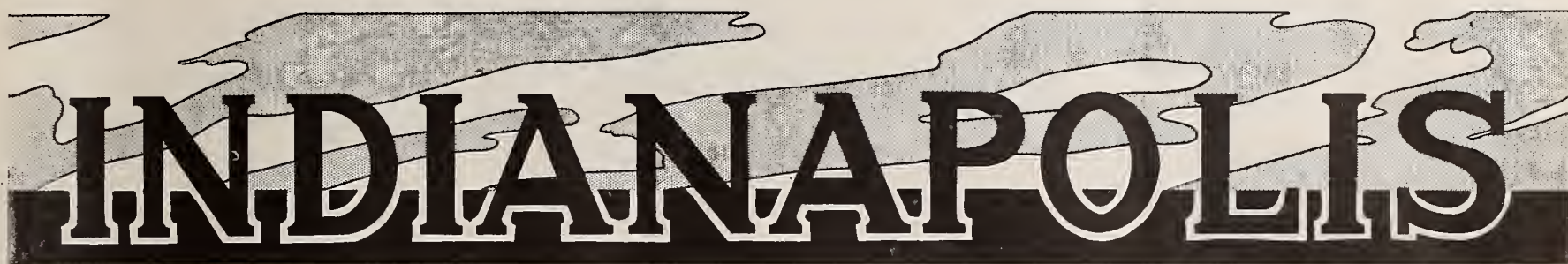
Try any of the following Cincinnati firms on that next car of hay you wish to ship or buy:

Blumenthal, Max  
Brouse-Skidmore Grain Co., The  
Cincinnati Grain & Hay Co., The  
Cleveland Grain Co., The  
De Mollet Grain Co.  
Dorsel Co., The

Early & Daniel Co., The  
Ferber Grain Co., The  
Fitzgerald Bros. Co., The  
Fleming, F. E.  
Gale, A. C., Grain Co., The  
Gowling, Alfred

Granger, Dan B., & Co.  
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Mutual Commission Co., The  
Van Horn, W. A.





# INDIANAPOLIS

## Three Times Greater Grain Market

Indianapolis, the center of grain centers, is known today as one of the fastest growing grain and hay markets in the country. Receipts of grain during the last ten years have nearly trebled in volume due to various reasons, of which the following are the most important:

1st—Indianapolis is known as the largest inland railroad city in the country and the natural destination for shipments of grain from Indiana, Illinois, Ohio, Michigan, Wisconsin and adjoining states.

2nd—Its geographical location, together with its railroads radiating to all sections of the country, makes it a logical outlet and distributing point to the East, South, and Southeast.

3rd—These splendid railroad facilities assures quick handling of your shipments with prompt returns of same.

4th—Indianapolis also prides itself on having the largest corn mills in the country, which, together with its flour mills and vast array of manufacturing industries creates an exceedingly large local consumption of wheat, corn, oats, rye and hay annually.

5th—With the local and foreign demand top prices on all your shipments are assured.

6th—This, together with its adequate weighing facilities, its efficient inspection departments, and increased elevator storage and drying equipment makes Indianapolis more and more important each season as a market for shippers and buyers of grain, hay and feed.

You owe it to yourself to try any one of the following firms—all members of the

## Indianapolis Board of Trade

ACME-EVANS CO., Wheat, Flour, Feeds  
BINGHAM-HEWETT-SCHOLL CO., Grain Merchants  
BELT ELEVATOR & FEED CO., Receivers & Shippers  
BERT A. BOYD GRAIN CO., Grain Commission  
CLEVELAND GRAIN CO., Grain Commission  
EVANS MILLING CO., Buyers of White Corn  
P. M. GALE GRAIN CO., Grain, Feed  
HOOSIER GRAIN CO., Consignments only  
KENDRICK & SLOAN CO., Hay & Grain  
H. E. KINNEY GRAIN CO., Receivers & Shippers  
FRANK A. WITT, Grain Commission & Brokerage

LAMSON BROS. & CO., Grain, Seeds  
E. LOWITZ & CO., Grain Commission  
McCARDLE & BLACK, Grain Merchants  
MINOR, B. B., Grain Consignments Solicited  
PROBST & KASSEBAUM, Hay, Grain, Feed  
RICH GRAIN CO., Grain Commission  
C. A. SHOTWELL & CO., Hay, Grain, Feed, Flour  
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The Half-Million-Bushel Big Four Elevator at Indianapolis, Ind.

## Indiana's Largest and Most Modern Elevator

We are pleased to announce the completion of additional storage equipment to our plant in Indianapolis, making it the largest, most complete and efficient grain elevator in the State of Indiana.

### Most Up-to-Date Elevator

The elevator is operated by electric power and fully equipped with the most modern machinery including cleaners, clippers, automatic sacking scales, two Dennis Driers with a drying capacity of 48,000 bushels a day and loading and transferring facilities of 75 cars a day.

### Indianapolis Your Trading Center

Indianapolis is truly the center of grain centers and with its numerous railroads entering from and leaving for all sections of the country, its efficient inspection department and its increased elevator and weighing facilities makes this market more and more important to grain shippers and to buyers than it has ever been before.

### Urmston Improved Service

We appreciate the generous increase in patronage of our many customers during the past and now that we own and operate this entire plant, gives us increased facilities for handling all kinds of grain regardless of its condition, including wet corn. We are now in a position to serve the trade most efficiently and satisfactorily and are equipped to handle a much larger volume of business than ever before.

**Increased facilities means increased service. We therefore invite the patronage of all shippers.**

**Urmston Grain Company**  
Indianapolis, Ind.



# Don't Take Chances

Increase the efficiency of your men with a **GOODRICH** Respirator. Cut down the risk they run when working in a dust choked atmosphere. It is hard on the lungs and will in time cause enforced layoffs from illness. Sometimes death is a direct result—easily prevented.

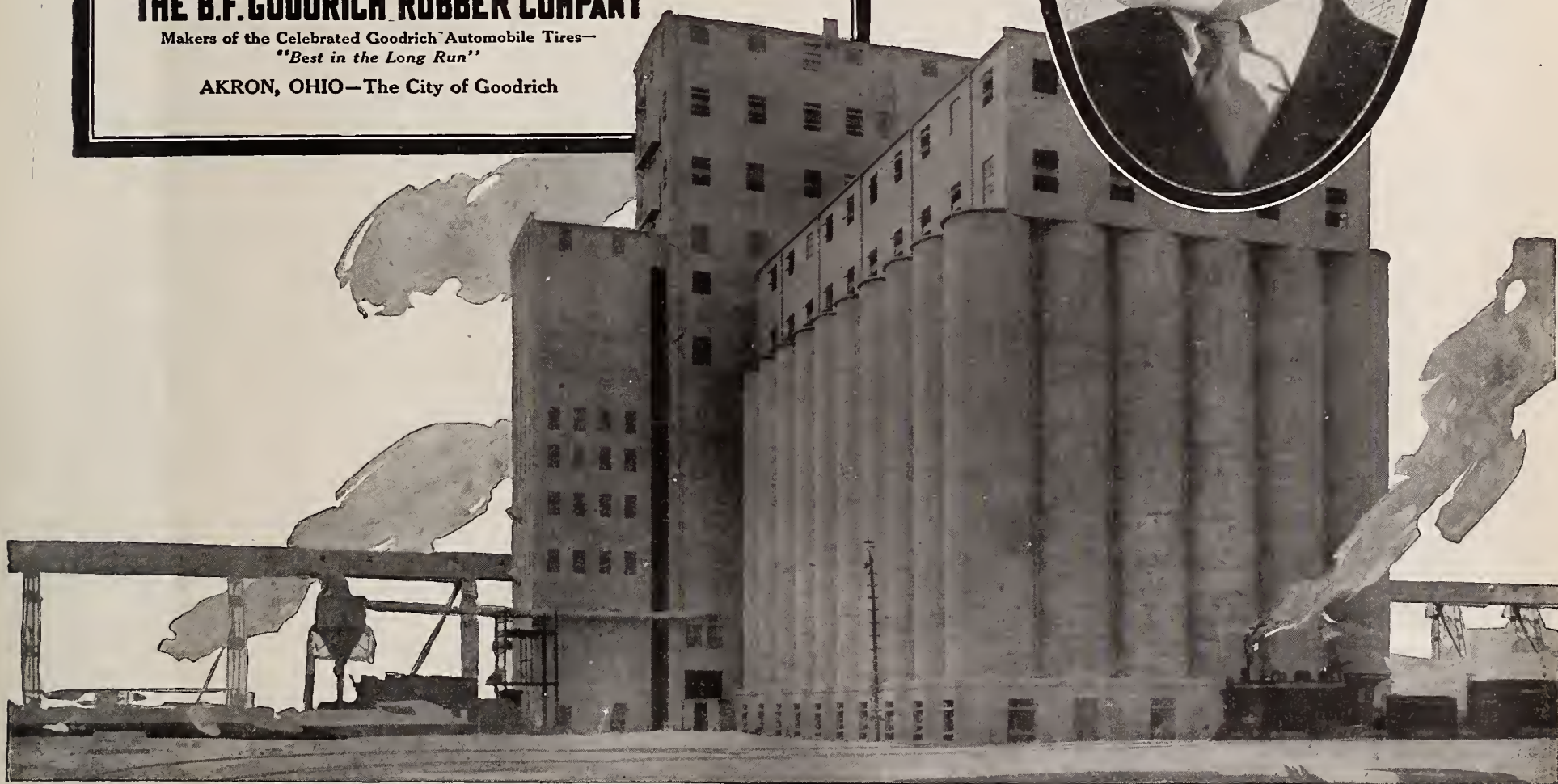
**GOODRICH** WHITE RUBBER RESPIRATORS, light, convenient, easy to adjust, neutralize danger.

Equip now. Write us for full information on superior **GOODRICH** Respirators.

## THE B.F. GOODRICH RUBBER COMPANY

Makers of the Celebrated Goodrich Automobile Tires—  
"Best in the Long Run"

AKRON, OHIO—The City of Goodrich



# RESPIRATORS

made by

# GOODRICH







## Elevator Buckets

**Salem Buckets** fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best elevator bucket for all kinds of grain and mill products.

Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

### H. W. Caldwell & Son Co.

CHICAGO, 17th St. and Western Ave.  
NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.  
DALLAS, TEXAS, 711 Main St.

## Screw Conveyors



Unquestionably our Helicoid (continuous flight conveyor) is the best screw conveyor made. We are the originators of and fully equipped to make the sectional flight conveyor also, but advise customers to use Helicoid, because it is better balanced and more durable than any other screw conveyor, and renders more satisfactory service.

Helicoid conveyor is well adapted to the handling of grain and all milling products; cotton seed and cotton seed products, fertilizers, sugar, starch, rice, coal, ashes, cement, concrete, phosphate, sawdust and many other articles.

HELICOID COSTS NO MORE THAN OTHER CONVEYORS

### H. W. Caldwell & Son Co.

CHICAGO, Western Ave., 17th-18th St.  
NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.  
DALLAS, TEXAS, 711 Main St.

## CONSERVATION

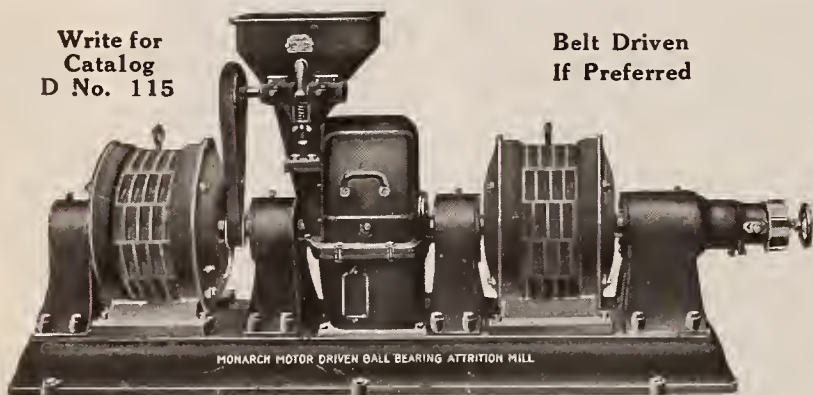
Must Be Considered.

### The Monarch Ball Bearing Attrition Mill

is the most economical feed grinder on the market. It will save from 25 to 50 % in power and about 95% in lubrication expense. It avoids the necessity for tramping and insures a greater capacity of an absolutely uniform product.

Write for  
Catalog  
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Belt Driven  
If Preferred



## THERE

are a great many points about this mill that have made it a universal favorite. Drop us a line and we will be glad to give you this information. We want you to compare this grinder with others and you will see that they are pre-eminent.

### SPROUT, WALDRON & CO.

Mill Builders and Milling Engineers  
Main Office and Works, MUNCY, PA. P. O. Box 26  
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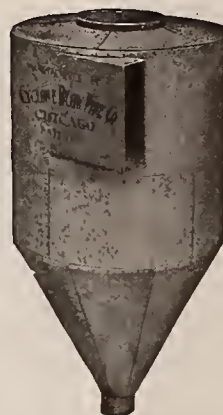
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IS THE RULE TODAY

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2542-52 Twenty-first Street, Chicago, Illinois



Let Us  
Tell You  
HOW

Complete new systems installed on modern plans and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

## They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

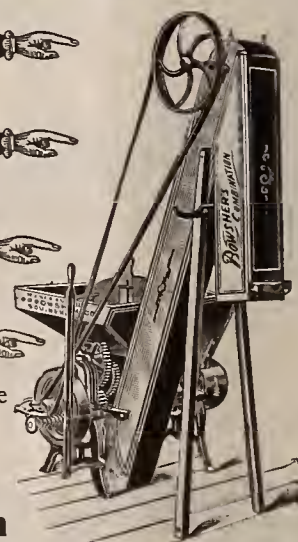
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

N. P. Bowsher Co., South Bend, Indiana



## RANDOLPH

The Grain Drier of No Regrets

THIS DISTINGUISHES THE BEST FROM THE REST

The Grain Drier for country shippers. Has its own heating plant. Can be operated independent of the rest of the elevator.

Ask for circular

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Established 1878 Alton, Illinois  
Insurance on Flour Mills and Elevator Properties.

Grain Insurance for short terms a Specialty.

CASH ASSET - - \$894,085.38

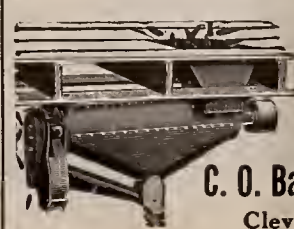
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is invaluable to operatives in every industry where dust is troublesome, affording perfect protection with perfect ventilation. Thoroughly tested for many years in every kind of dust. Nickel-plated protector \$1.10, Canada \$1.25, postpaid. Circulars free.

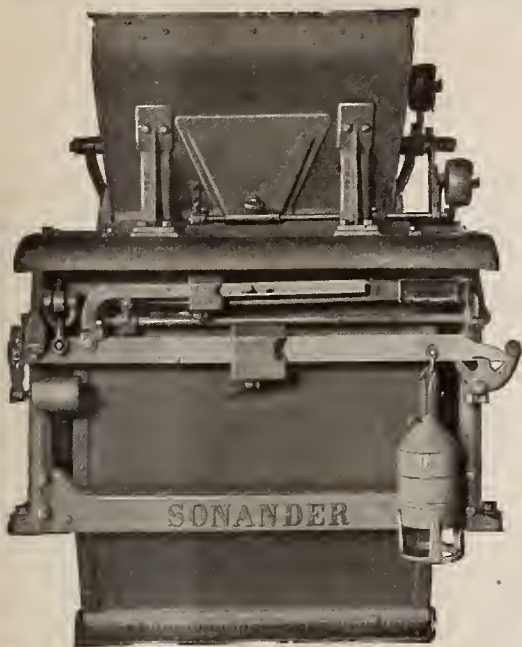
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Triumph  
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Every grain shipper must "maintain adequate weighing facilities," etc., according to Section 21 of the Pomerene Bill. Then why not install a

## SONANDER Automatic Grain Scale

You will have to comply with the term "adequate" and surely want to insure payment of your railroad claims.

Write to your nearest office for booklet of accurate weighing of grain and the accuracy of the Sonander.

**Howe Scale Co. of Illinois**

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**Pacific Scale & Supply Co.**  
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## HUMPHREY EMPLOYEE'S ELEVATOR

*The World's  
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Man-Lift*

Endorsed and specified  
by the best engineering  
and construction  
companies.

**The HUMPHREY  
Patented Strictly Auto-  
matic Stop Device**

Adapted for use on all new and old  
Elevators of this type.

Particulars on application.

**Humphrey Elevator Co.,** Sole Manufacturers.  
FARIBAULT - MINN.



## Elevator Machinery and Supplies

**FLOUR and FEED MILL MACHINERY  
STEAM and GAS ENGINES**

PULLEYS, SHAFTING, GENERAL POWER TRANSMISSION  
MACHINERY, ROLL GRINDING AND CORRUGATING

**Largest Factory and Stock in Western Country**

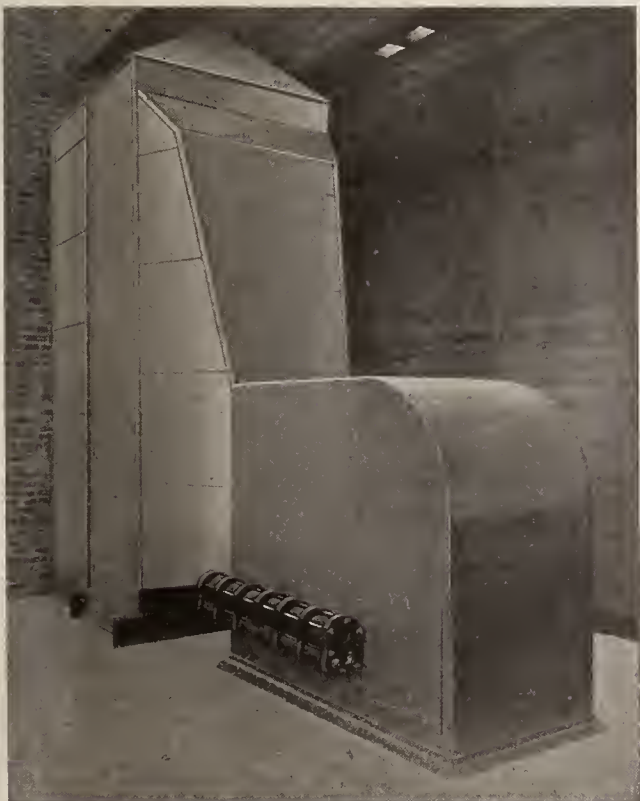
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## THE ELLIS DRIER COMPANY CHICAGO ILLINOIS U. S. A.



A mill installation of a small  
ELLIS CONTINUOUS FEED DRIER

## Advanced Ideas

The main point of difference between the ordinary and the high class article is that the one embodies stationary and the other advanced ideas. Grain driers are no exception to the rule and if you are interested in a high class drying apparatus we would be glad to correspond with you.

**The Ellis Drier Company**

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DRIERS

Chicago, Ill.

OAT  
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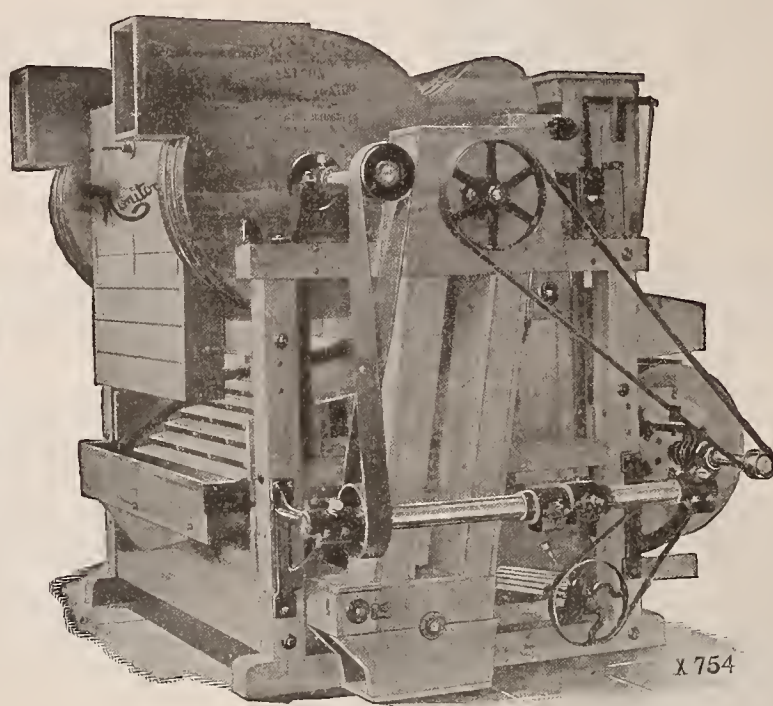


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## ***Nor Sons of Liars***

We never make lying claims about any of our machines, and we know and assert no machine ever built by any competing house ever approached the work done by

THE  
**MONITOR**  
NORTHWESTERN  
SEPARATOR



On Rye, Wheat  
or Barley  
Mixed with  
Oats

We have too much respect for the grain men of the country to try to pull off any false or camouflaged statements trying to mislead them. We *have* originated more new machines and made *more* improvements on Grain Cleaners than all other manufacturers combined.

**HUNTLEY MANUFACTURING CO.**  
Silver Creek, N. Y.

AND

**HUNTLEY MANUFACTURING CO. Ltd.**  
Tillsonburg, Ontario, Canada



A monthly journal  
devoted to the elevator  
and grain interests.

Official paper of the  
Grain Dealers' National  
Association and of the  
Illinois Grain Dealers'  
Association.

Established in 1882.



Published on the fifteenth  
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Dearborn St., Chicago, Ill.

Subscription price, \$1.00  
per year.

English and Foreign sub-  
scriptions, \$1.75 per year.

Established in 1882.

VOL. XXXVI.

CHICAGO, ILLINOIS, FEBRUARY 15, 1918

NO. 8

## St. Joseph Increases Facilities for Storing Grain

### Half Million Bushels Capacity Added to Storage Tanks of St. Joseph Public Elevator— Construction Material and Design Keep Fire Risk at a Minimum—House Operated Under Public Warehouse Laws of Missouri

THREE years ago The Buchanan Elevator Company of St. Joseph, Mo., decided that additional storage was required for the growing activities of that city as a terminal grain market. The company built a 500,000-bushel house of concrete and steel construction, which they named the St. Joseph Public Elevator, and a company was organized to operate the plant as a public elevator under the warehouse laws of Missouri. J. L. Frederick is president of the St. Joseph Public Elevator Company, R. E. Hastings is vice-president and treasurer, and John W. Flynn is secretary.

The judgment of the builders has been wholly justified, for inside of two years it became evident that the capacity of the house would have to be increased to take care of the demands for storage space, and plans were made forthwith for tank construction which would double the original capacity. As the plans of the first unit were drawn with this probable expansion in view, it was only a matter of adding new tanks and making the necessary

conveyor connections. The handling capacity was already ample.

Following the specifications of the workhouse and first tanks the additional storage is of fireproof concrete and steel construction and they are now fully equipped to fulfill their mission.

At present the house has a capacity of 1,000,000 bushels, divided into 90 tanks and bins. It has a 6,000-bushel receiving leg and a shipping leg of the same capacity. The receiving facilities are excellent, as it has ample trackage of its own on the way of the Union Terminal Railway Company, from which direct connections can be made to all roads.

The Ellis Drier of 7,000 bushels capacity has been a busy machine of late. The drier is in a separate building adjacent to the working house.

Armored clippers and cleaners made by the Invincible Grain Cleaner Company of Silver Creek, N. Y., take care of these requirements for all grain received in the house, and when the grain is binned a complete Zeleny Thermometer System guards it

against going out of condition. The house is operated and lighted by electric power derived from a central service station.

One of the largest items of new equipment required by the additional storage was the 900 feet of 30-inch conveyor belting by which the grain is carried to and from the tanks and bins. This belting, rollers and trippers are of the best make and design it was possible to secure, as no elevator investment is more liable to cause continued loss and delay than faulty belting. Undue economy in this respect is always a costly experiment.

How long this new capacity will be able to answer the clamoring demand for storage space at St. Joseph remains to be seen. The city is in the largest grain producing center in the country and, as the design of the Food Administration is to keep grain as near as possible to its place of origin until it is milled, the prospects of the company are of the brightest even under conditions which have proved a serious hardship to many markets.



THE ST. JOSEPH PUBLIC ELEVATOR, ST. JOSEPH, MO., SHOWING THE STORAGE TANKS RECENTLY ADDED TO ORIGINAL PLANT.



## Canada's Prairie Product—Grain

The Elevator System of the Dominion—Terminal, Transfer, Storage and Country Elevators Described—How the Government Supervises the Entire Trade

BY C. H. BROOKS

**E**VEN more than California looked to her gold camps, more than Washington turns to Alaska, all Canada anxiously watches, day by day, the progress of her annual prosperity as registered by the barometer of her prairie crops. The grain crop is like a huge river of gold, which rises through the spring and summer and then bursts its bounds, running in torrents to the sea; and, flowing with this stream of golden grain, comes an era of prosperity which finds expression in development of all kinds.

Canada has, for years, pursued an active legislative and constructive policy, in keeping abreast with the ever widening development of its agricultural resources in the West. Each year has seen an immense additional acreage under the plow and each fall has shown vast additions to the bulk of the crop. This has been particularly true of the grain in western Canada.

Elevators form a chain across the plains from the Atlantic to the Pacific Oceans. They have been built by the Canadian railways, by the Dominion Government, by private corporations and by co-operative organizations. Most of the big terminal elevators are located at Fort William and Port Arthur, because these are most convenient points for distribution of grain. This is particularly true of grain scheduled for shipment to Duluth, Buffalo, Cleveland, Detroit, Chicago and Port McNicoll. These terminal elevators, situated at Fort William, eliminate the necessity of rehandling of grain destined to the last named points.

Canada's method of grading grain is considered as good, if not better, than any other method in the world. Every whim of Nature, as indicated in the grain crops, which vary year by year in an amazing variety of ways, has been provided for in the classes into which the grain is separated by the laws enacted by Parliament and by the subdivisions created by the Standard Board. Therefore, Western spring wheat often has as many as 31 different grades, and winter wheat the same. This also applies to the other grains.

Governing the handling, marketing, buying, selling, grading, weighing and transportation of grain, the Grain Commission of Canada is supreme in the Dominion. The Government elevators are operated under the direction of this body. It also is the arbitrator for disputes arising in the grading, weighing or transportation of grain, although, in the latter case, its powers overlap, in some respects, the functions of the Railway Commission. Handling as it does the business of its own grain elevators, which are operated in competition with the otherwise owned elevators, it stands in a position to know first-hand of the business over which it is chief dictator.

Government owned elevators are operated at Montreal, St. John, Halifax, Calgary, Saskatoon, Moosejaw, Vancouver and Hudson's Bay. The elevators at Vancouver and Hudson's Bay are transfer elevators, building after the pattern of the elevators at Montreal and the Eastern ports. Those at Saskatoon, Calgary and Moosejaw are after the type of the terminal elevators at Fort William and Port Arthur. It is argued, however, that the elevators at Fort William and Port Arthur will always hold precedence, as they are the most central and permit the easiest distribution of the grain with the least risk of delays because of not available markets.

The elevators at Montreal, St. John, Halifax and Vancouver are transfer elevators, used in taking the grain from the cars, ready for loading in the steamers. These elevators are used as storage elevators also, and often hold for months at a stretch the grain that was harvested during the fall.

Almost all of the grain in Manitoba, Saskatchewan and Alberta is handled through interior elevators.

Some of these are owned by the farmers; but most of them are owned by grain dealers and milling companies. All grain dealers in these provinces must be licensed and bonded, thus securing the farmer from loss through either dishonest intentions or financial embarrassment of the dealer. There are few stations in western Canada at which there are not one or more elevators.

A farmer may deliver his wheat to the elevator and receive cash for it, or, if he prefers to hold his wheat for a time, with a prospect of obtaining a better price, he may store it in the elevator and secure a storage ticket setting forth that he is entitled to a stated number of bushels of wheat of a certain grade. Or, if he prefers to load his grain into a car without dealing with the elevator, he may do so. The farmer having even a few hundred



CANADIAN INSPECTOR TAKING GRAIN SAMPLES WHILE SHOVELER IS AT WORK INSIDE OF CAR

bushels of grain to sell has the privilege of an alternative method of shipping. Loading platforms, from which a farmer may load directly into the car, have been erected at nearly all shipping points in order to facilitate the handling of grain. The railways are compelled by law to erect these loading platforms at any station from which wheat in car-load lots is shipped.

The farmer is, in no wise, held to any one method of storing his grain, and may choose either an elevator owned by the Government, one owned by a co-operative organization, or an individually owned elevator.

When the farmer takes his grain to an elevator, he can either sell the grain to the operator, in which case it is called street grain; or he can hire a bin in the elevator to keep his grain distinct from all other grain, in which case it is called special binned grain; or he can store it with other grain of the same grade. If he stores the grain either in a special or general bin, he arranges with the railway company for a car, and the elevator loads the grain into the car to his order. When the grain is loaded he can either sell it on the spot as track grain, or send it forward consigned on commission. The farmer hauls the grain unsacked, and bulk handling is universal.

For several years the farmers were generally dissatisfied with the treatment they received from the elevator companies. They accused the elevators of all sorts of malpractice; of unjust weighing and grading; of paying prices that were too low and exacting charges that were too high; of not cleaning the grain; of refusing to give special bins; and of pooling profits; killing competition, and forming monopolies. Complaints were directed also against the railway companies for discrimination in distributing cars, and against buyers of grain for taking advantage in various ways of the producer. This dissatisfaction led to legislation. From time to time Parliament passed measures regulating the business of handling grain. This legislation has been codified in the Canada Grain Act, and it includes provisions about the construction of platforms, the operation of elevators, the distribution of cars, and the trading between the farmers and the track-buyers and commission merchants. It may be summarized as follows:

The Act provides for both the construction of new and the improvement of existing platforms. Upon an application from 10 resident farmers the Board of Grain Commissioners investigates the need, and it has power to order the railway company concerned to build or enlarge the platform.

Every person or company operating a country elevator must take out an annual license from, and file a bond with, the Board. The Board can suspend or dismiss the operator, and withdraw the license, for proven violation of the Act. The elevator charges and tariffs are regulated by the Board, and the storage and purchase tickets to be given the farmer are prescribed in the Act. The elevator scales must be inspected by the Inland Revenue Department and there are paragraphs governing the receiving, cleaning, weighing, grading, storing, special binning and shipping of the grain. The plant, operations, books and records of the elevator are all subject to the inspection of the Board, which can investigate complaints, subpoena witnesses and books, and administer the oath.

In regard to the distribution of cars, the Act is based on the principle that every shipper of grain is to count for one and nobody for more than one. The elevator company and the individual farmer are treated equally. Each is entitled to a car in turn and nobody is entitled to more than a car. The machinery for the application of this principle is prescribed, the car book order, and the method of using it. Provision is made for special cases, such as elevators that are in danger of collapsing, seed grain, damp grain and heating grain.

The track buyers and commission men must take out an annual license and give a bond in security. They must use such forms in their dealings with the farmers as the Act prescribes, and they are under the control of the Board.

The administration of the Act is in the hands of the Board of Grain Commissioners, and the Board has a number of inspectors whose whole time is given to inspecting the elevators, interviewing farmers, hearing complaints and reporting to the Board.

It is obvious that in the weighing and grading of grain, the greatest of care must be exercised that the interests of the producer, buyer and consumer be protected; therefore, the Government has provided capable men to handle both the grading and the weighing. As has been stated above, there are so many different grades of grain that to put it into its right division is no easy task, and on the decision of the Government inspector hangs the price that is to be paid for it. The inspector must also guard against dishonesty on the part of the farmer, the elevator man and the buyer. From the decision of the inspector there is one appeal. The farmer, after having his grain graded for the first time, can have it graded again, and from the second decision there is no appeal unless he cares to present his case to the Survey Board. This is final.

There are four Survey Boards, located one at Calgary, Winnipeg, Toronto and Montreal. West-grown grain can only be surveyed by the Western boards; by the Calgary Board if the grain goes west of Calgary, or by the Winnipeg Board if the grain





WEIGHING GRAIN AT A CANADIAN GOVERNMENT ELEVATOR

goes east, south or north. East-grown grain can only be surveyed by the Eastern boards. Once created, the Survey Board is independent during its period of existence.

The work of the inspectors, however, is so satisfactory that the case of re-inspection and of appeals from the first grading are comparatively few. While not under the Civil Service Commission, the grain staff is administered on a civil service basis. No one can be appointed as inspector or deputy inspector without passing examinations conducted by a Board of Examiners, with the aid of the chief inspector of the Dominion. The examiners are experienced grain men, men of integrity, ability and standing, and men who, though wealthy, are willing to render their service in the interest of the grain industry.

The grading of grain cannot be easily done in the railway yards. Uniformity is essential to good grading, and if different inspection offices were placed in different railway yards, uniformity could not be so well maintained. Further, such offices would be far from the place where the grain is bought and held. Shippers and buyers of the grain require to be in close touch with the inspection office. The actual grading, therefore, and the issuing of the certificates, are done in offices rented by the Government in the building of the Grain Exchange at Winnipeg. Samples are taken from the car. The other details necessary for the issuing of certificates are collected in the yards, and both the samples and the details are taken to the inspection office in the Grain Exchange where, as stated, the actual work is done.

As the grade is given by the inspector upon the samples presented to him, and as he does not see the car from which the sample has been taken, it is essential that a fair average sample be secured. Further, as the length of time between harvesting and the close of navigation on the Great Lakes is only about 70 days, no obstacle must be put in the way of the rapid transportation of the crop. The trains reach Winnipeg every day in the week, and every hour of the 24. Sampling is done, therefore, by night as well as day, and on Sundays as well as other days.

The samplers work together in gangs in shifts of 8 hours. They work in gangs because team play is more efficient than solitary effort. Usually the gang consists of 14 men, four of whom are track foremen, eight are samplers, one is a car opener and one a car sealer.

A gang ready to start consists of samplers with their probes, track foreman, a car opener, a car sealer and a clerk. The track foremen are respon-

sible for the efficiency of the work, each foreman usually looking after two samplers.

When the train is ready the work begins immediately. A train consists of about 45 cars and the gang should finish with it in less than one hour. The car opener leads off opening the car doors and placing an empty sample bag in each car. These bags are well cleaned beforehand so that no foreign matter shall be mixed in the sample. Great care is taken that the sample is a true sample of all the grain in the car.

These samples are sent to the inspector's office, where the real work of grading is done. Good light is essential to grading, and inspection begins at 9:00 a. m. and ends at 3:00 p. m. The north light being the best, each inspector does his work at a north window. Inspection turns mainly on three points: the quality of the grain, the condition, and the admixtures. The quality depends on soundness, color, weight and percentage of hard wheat; the

condition depends upon moisture content, which, in doubtful cases, is tested mechanically, heat, etc.; the admixtures are tested by a process of sieving and weighing called "setting the dockage." In this process either the clean grain or the resulting screenings can be weighed. Both are accurate. At Winnipeg the screenings are weighed, while at Fort William the clean grain is weighed; therefore, in re-grading, one is a check on the other. When the grading is finished the samples are put into tins, with the sample tickets, and placed systematically in shelves. They are kept so long as it is considered possible that they may be required, and then they are sold.

A grade ticket is placed on each car, after it has been graded, and when received at the elevator determines into which bin the grain shall be placed. On arrival at the elevator, records are made of leakages in the cars and damages of any kind, so that the interests of the shipper are fully protected.

The grain is graded as it is taken from the elevators and run into the steamers. In order to eliminate delays, this grading is necessary. An inspector, with assistants, is placed in charge of the grading, and is held responsible for the grading out. The grain is sampled at three places. If any grain is seen at any of these places which is not up to the required grade, the stream is stopped instantly, and all three samples are sent to the inspection office for examination. Equal care is taken by the Government to make the weighing of grain as accurate, and cause for as few disputes, as the grading. The elevators are all tested by Government inspectors, who periodically visit and inspect them.

The weighing of grain, however, is a much harder task to keep well in hand than the grading, because it is impossible for the Government to keep close surveillance on every weighing apparatus in the country. However, the disputes which arise are comparatively few, and the results are considered quite satisfactory.

The records show that, altogether, Canada has over 3,200 grain elevators located at 1,340 different stations. This figure, of course, includes both terminal and country elevators. The total storage capacity approximates 185,000,000 bushels. The three prairie provinces, Alberta, Manitoba and Saskatchewan have more than 3,000 grain elevators with a combined capacity of 106,000,000 bushels, which represents more than one-half of the total storage in the Dominion. Fort William and Port Arthur have 25 elevators, totalling 43,085,000 bushels' capacity.



GETTING THE TEST WEIGHT PER BUSHEL AND DETERMINING DOCKAGE OF CANADIAN GRAIN





THE NEW ORLEANS PUBLIC GRAIN ELEVATOR WHICH RECEIVED ITS FIRST GRAIN ONE YEAR AGO THIS MONTH

## A Grain Elevator Tour in War-Time

No. 3—New Orleans and Its Public Grain Elevator

BY JAMES F. HOBART

**A**FTER having been frozen out and chased out of elevators in Memphis, I took the midnight Illinois Central train for New Orleans, as related in the January issue. Although we didn't land on any sand bars this trip, we did get stuck almost everywhere by overload and poor connections, finally arriving at destination hours late, with 15 coaches and an overloaded engine.

Hungry? Well, the dinner hour was as late as the train, and breakfast had been early and scanty. Without an instant's hesitation, hand baggage was checked, a map of New Orleans purchased at the news stand, then a rush was made right across the street to where there appeared one of the many seductive little signs—to an Atlantic Coast-bred man at least—"Oysters 10 cents a dozen."

"Thirteen for luck" makes a dozen oysters in

and began to pull some wires toward a visit to the big elevator owned by the state of Louisiana and operated by the Board of Port Commissioners. The latter, it seems, like several other public officials in this "neck of the woods," serve without remuneration.

After my experiences in Memphis and at other places, it seemed the proper thing here, to begin a siege looking to eventually getting past the red tape and the war guards so as to visit the big elevator. Therefore, I decided to "take the bull by the horns" and call directly upon the Board of Port Commissioners in person.

Their sumptuous, yet very business-like, offices were located in the Court Building on Royal Street, that most interesting thoroughfare in the heart of the ancient French quarter of the Crescent City. In order better to see the city, the mile to the Court Building was walked, passing along the famous St. Charles Street, across Canal, the main artery of New Orleans, then directly into Royal Street, passing the Cosmopolitan Hotel, upon the site of which stood the office of Antomarchi, once physician to Napoleon Bonaparte. At 126 Royal still stands the structure in which Fitzsimmons had his famous fights with Upham and Dempsey.

While on the subject of streets, let me interpolate one thing that probably is brought to every stranger's attention. This is O'Reilly Street, named for a famous old Spanish Governor of the city. As an additional example of contrariness it is also pointed out that the "milkman" on this street was a woman. However, some point is taken away from the story, if one looks up the history of Governor O'Reilly—for he really was an Irishman, born in Dublin in 1725. He was a Spaniard by adoption, serving in many important posts and was commander-in-chief of the Spanish army when he died.

But he never dropped his Celtic cognomen and this is how such a curious name became mixed up in the Spanish and French and classical street nomenclature of New Orleans.

The old Royal Hotel is also to be seen and visited, with its old-time slave market and once famous ball room. At each step historical structures were passed, some of French and others of Spanish style, until the fine modern marble Court Building was reached.

Mr. Tiley S. McChesney, treasurer and assistant secretary of the Board of Port Commissioners, received me in a most affable manner and made me decidedly at home. My credentials were presented, with request to visit the big elevator. Then came the grilling!

"We have to be very careful," said Mr. McChesney. "We do not care to take any risks, and we are not allowed to do so even were we so inclined. Do you know anybody in the city by whom you could be identified?"

Confession was made of being a total stranger in the city, but reference was made to the cashier of a bank with whom I had succeeded in establishing business connections. Then, a half-tone print of the writer, stating him to be an "Engineer of

Experience," was shown to the secretary. This did the business, as it has done several times with the banks, and Mr. McChesney turned to the phone and said: "There is a gentleman here from Chicago, a Mr. Hobart, connected with the 'American Grain Trade.' He wants to visit the elevator. I believe him to be as represented. Can you take care of him? All right."

Then I was asked when I wished to visit the elevator, and replied, "The earliest time possible." This was duly repeated to the telephone, and then I heard: "How will he get past the guards?" "O! Just ask the guard to take him to you? All right, Mr. Hobart will be right up there."

"Now," said Mr. McChesney, turning from the phone, "you walk toward the river one block and take the 'Chop Tulas' car to Dufossat Street, then walk toward the river until you come to the elevator."

"Shall I take the car going south?" I asked. Mr. McChesney looked surprised, then disturbed.

"Take the car going toward Canal Street," he said. "How can you, a stranger here, know which



NEW ORLEANS APPEALS TO THE STOMACH, ALSO TO THE IMAGINATION

New Orleans, and they quickly disappeared, good fat ones, too, followed quickly by a big cream oyster stew with an extra portion of crackers. Thus, the first pleasant impressions of New Orleans came, human-like, via the stomach!

Let me add that the first real meal I had in the city was at a little hotel whose name "The Spanish-American House," I did not at first notice. Then it was too late to withdraw. However, my apprehensions as to chili and other hot things were soon allayed for Senorita Abonza, the owner, has exempted peppery dishes from her culinary draft. And this as well as other meals in New Orleans upheld the city's reputation as a paradise for jaded palates.

With overcoat on arm, for it was warm and pleasant at 54° after a foot of snow and a week of zero weather in Memphis, I soon found my hotel



"TREMONT STREET, BOSTON, USED TO KEEP ME GUESSING"

way south is? An old resident in this city will hardly dare say which way a street leads, for they go in all and every direction imaginable, and radiate like the spokes of a wheel in every direction. Yes, you take the car going south—at that point, but it may not go south very long, and I don't understand how you were aware that it does go south at that point."

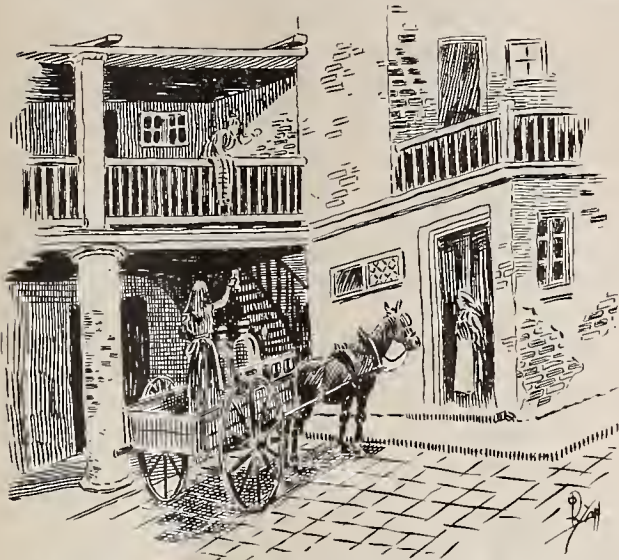
"Owing to an early education in the streets of Boston," I answered.

Mr. McChesney shook his head and replied: "Tremont Street in Boston used to keep me guessing, but it is a straight line compared with some of the streets in this city. Why, sir! even the Mississippi River, which is supposed to flow south from Minnesota to the Gulf of Mexico, runs due and dead north, right past us here. Therefore, if a river runs through this city in an opposite direction, how do you suppose the streets might lead?"



I finally caught a "Chop Tulas" car, but it was spelled "Tchoupitoulas" on its sign.

A half hour's trolley ride brought me to Dufossat Street, past blocks and blocks of storage space piled high and wide with embryo hogshead staves, which had not yet riven into stave thicknesses. For nearly a mile, high piles of stave material were passed, and I wondered if there was not enough



O'REILLY STREET, WHICH WAS NAMED FOR A FAMOUS SPANISH GOVERNOR, AND WHERE THE "MILKMAN" WAS A WOMAN

stave material in sight there to cooper all the molasses which could be made in the United States during the next 200 years. They send staves to South America and to Europe for making wine hogsheads.

Two other large elevators were passed—the Illinois Central "D" and "E", of which more in later articles. A walk of a quarter of a mile from the car, toward the big elevator, across dozens of railroad tracks, past the cotton warehouse, also operated by the Port Commissioners, and the largest cotton storage in the United States, and the big elevator loomed high and higher as it was approached.

A guard questioned me several hundred yards from the elevator. "Got business with anybody there?" he queried. Recalling Mr. McChesney's parting advice to do exactly as the guards requested, I replied: "Yes, I wish to see either Mr. Sanford or Mr. Heim."

"I think Mr. Sanford is away," the guard replied, "but Mr. Heim is in the office. You will find him there." That is all the "run-in" I had with the guards, although seven are on duty all day and seven more each night, for almost the next instant Mr. Sanford, the superintendent of the big elevator, came up in his automobile, took me direct to the office with another visitor, C. C. Cockerill, manager of the Cockerill Elevator & Grain Company, who also was making his first trip to New Orleans, and who, like myself, hopes it will not be his last.

The grounds around the big elevator are necessarily very rough and cluttered up as yet, for the reason that only in February, 1917, was the first bushel of grain received in the new elevator, and since then business has required the construction of another "Annex," No. 2, with a capacity for the storage of 1,600,000 bushels of grain, more than doubling the storage capacity of the elevator, which, together with Annex No. 1, has a capacity of 2,622,000 bushels. "And," the superintendent replied in answer to a question, "If we had twice the capacity we could use every bushel of it."

Some day, when the plant is completed, it will be in the midst of a garden of roses, oleanders and sod, with a noble row of Washington palm trees set all around each and every building, 10 feet apart.

In the commodious business office at the plant I exhibited my credentials to Mr. Sanford, who expressed himself as entirely satisfied with them and desirous of giving the "American Grain Trade" all the assistance in his power.

"Your credentials are far better than mine," said Mr. Cockerill.

"But they all go," interjected Mr. Sanford, then

introducing Mr. Heim, in charge of the elevator office, who said facetiously:

"Now, if you have no bombs about you, Mr. Sanford will take you around the elevator, Mr. Hobart."

"Here is the worst thing I have, Mr. Heim," and pulling out a trick fountain pen, I handed it to the gentleman, who, taking it said: "I know the pen is mighty, especially when handled by a newspaper man."

As he spoke, Mr. Heim removed the cap from the pen, when "bang" went a paper cap inside of it. The clerks and stenographers came running from the outer office and a guard rushed in from outside.

"It is on me," said Mr. Heim, and he produced cigars from his desk drawer and passed them around. "Say!" he continued, "I don't know whether it is safe to let you out into the elevator or not! But that was such a slick one, you go, anyway!"

A short distance from the elevator and from the office, and handy to the many tracks which serve the elevator, is a test house which is intended to be the last word in its line; up to date in everything. I judge it to be so, for the latest electrical processes and instruments are all there, and in daily use.

"We don't inspect grain nowadays," said Mr. Sanford. "We give it a chemical analysis."

Three men are busily engaged in testing grain samples all the time. Duplicate tests of everything are put through, and I was told that the men had



"BANG!" WENT THE TRICK FOUNTAIN PEN

cut down the test time to a little better than 25 minutes. Some reduction from the 60 minutes which a short time ago was devoted to each test, in a mill I recently visited. In the little test house 20 moisture tests can be run at the same time, thus averaging a test each  $1\frac{1}{4}$  minutes all day long if necessary. And as the elevator was "tuned" to unload 160 cars of grain each 10 hours, or a car each  $3\frac{3}{4}$  minutes, there surely was need occasionally of some rapid testing.

In the unloading shed there are four tracks, and with two cars spotted on each track, eight cars can be unloaded at the same time. There are also four loading tracks which may be reached by spouts from the loading trestle which houses two conveyor belts, one reaching 600 feet down the river, the other belt the same distance upstream, thus making 1200 feet of four tracks available for loading cars, and on the other side of the trestle boats can be loaded along the same 1200 feet of waterfront.

Right in the middle of this trestle (which is boarded over until it has become a shed) is a tower in which is housed a pneumatic device for unloading bulk grain from boats or barges; 60,000 bushels of grain per day can be handled by the pneumatic apparatus and 200,000 bushels per day can be taken care of through the eight unloading sinks and other unloading machinery. But it is a singular fact that not one bushel of grain has as yet come to the elevator by water transportation since the big elevator began business nearly a year ago.

"However, river transportation will come into its own again some day," remarked both Mr. Sanford and Mr. Heim. And almost everybody in the South,

save the railroad people, seem to have unbounded faith that very soon the river will have its rightful share of transportation again. Just imagine a river, as at New Orleans, 150 to 200 feet deep and a mile wide, with not a bushel of grain being carried locally upon it! Seems fierce, doesn't it? The answer? Railroad discrimination, that's all.

Every precaution which the mind of man and the science of the age can develop has been taken to make sure that grain unloaded at any one of the eight sinks will be correctly weighed, properly credited, and deposited intact, with no additions or deductions, in the bin or bins which are credited therewith. It is pretty hard, even in some comparatively small elevators, to be certain of where grain goes to once it has been dumped out of a car, out of sight into a sink. Each of the eight sinks at this elevator hold about 2,000 bushels each, and the levers which control the delivery of grain from these sinks are protected by an electrical interlocking business which would do credit to the block signal system of a large railroad.

Red and white electric lamps are placed at several points, notably where the control levers are placed, and the control of all the apparatus in the elevator is centered at this one spot—another set of lamps at the weigher's office, and still another set elsewhere.

The control lever at any sink cannot be moved an inch (far less movement than is required to start anything) without causing the white lamps to glow at three distinct and separate stations as above noted, and when these lamps flash up, the several officers are notified that something may start soon, and they are on the lookout to see what is to happen. Perhaps the lever may be replaced, when the white lamps will go out, but should the lever be moved forward so as to start grain running from that particular sink, some red lamps will be lighted and will continue to glow as long as grain continues to run.

By means of the electric interlocking, it is utterly impossible for any lever to be thrown while grain from any other sink is flowing upon the same belt which is fed by a sink whose lever someone was trying to throw. Thus, although there are eight sinks and four conveyor belts to handle grain therefrom, it is, by means of the electrical interlocking of the levers, utterly impossible to open gates from two sinks at the same time upon the same conveyor belt. And once opened, although a lever may be closed temporarily if necessary, the



CHILI WAS EXEMPTED FROM THE CULINARY DRAFT

other sink levers cannot be opened upon that belt until the first sink shall have been completely emptied of its grain contents. Thus are the sinks guarded so that grain cannot go astray or get sent to one place while it is supposed to go to another.

There is close watch kept of the grain as it passes through the automatic scales, which indent upon the cards placed upon said scales figures and letters showing the exact weight of the grain and the cars



and sinks from which the grain has been taken, so that it is almost impossible to "lose" or to "find" grain in this elevator.

A separate card is made out for each car of grain handled, and the accuracy of these cards and of what is placed thereupon is checked by three men, each working independent of the other. Each man punches certain letters and figures into the body of the card, the same as a railroad conductor punches a ticket. And, as said punches are each and all kept chained in certain places, the men who do the punching must necessarily be on the job when the punch marks are made. These indicate the leg, sink and conveyor which transported the grain credited upon the card in question.

Thus, the sink man, the unloader, sees that the car whose number shows on the card is really over the sink before he punches the card with the particular symbol assigned to that sink. The same at the other punch places along the course of the grain from car to weighing scale and beyond. When distributing conveyor and bin number have been added, the foreman of the elevator is mighty sure of just where that carload of wheat or other grain has been placed.

At a convenient place on the bin floor, between the Annex No. 1 and the elevator building proper, a room has been arranged for the employes, with steel lockers for their clothing, a place to eat and to keep lunches, shower and tub baths, toilets and wash basins; in fact, each and every necessity and luxury in the line of personal cleanliness which is to be found in high grade homes or hotels. And the men appreciate and use them, too.

The basement of this elevator and annex is much different from any other of its kind I have ever visited. In fact, it has been the aim and purpose of the gentlemen who built this elevator to incorporate therein all the good features of all other elevators and to leave out all the bad ones. And they seem to have succeeded remarkably well in their undertaking.

The basement is very high and perfectly dry, even though its floor is 8 feet below the water line. In addition, the basement is well lighted from a row of very large windows along each side of the structure. The extra height was given to both the cellar and the spot floor above the bins at the insistence of Superintendent Sanford, who seems to have decided views of his own regarding good grain elevators, and to have incorporated and carried out said ideas in this one in particular.

It is impossible to completely describe this superb elevator in one article, so I will continue it next month. There are a number of excellent technical features which will be explained and sketched, before going on to describe other New Orleans elevators.

## HOW TO GET GRAIN CARS

The Food Administration has issued the following notice to all shippers of grain:

Director General McAdoo and the Food Administration have arranged to co-operate in the distribution of cars for the food and feed trades:

1. The grain and grain product and feed shippers are to first apply for cars in the usual way through railroad agents; in case of not being furnished within a reasonable time they may then apply to the zone representatives of the Food Administration grain division at the various terminals, stating the cars required, point at which it is desired cars should be sent, character of the product to be loaded, the destination of shipment, and the consignee.

2. The shippers of sugar, beans, rice, vegetables, live stock, meat, and perishables generally, should first apply for cars in the usual way through railroad agents; in case not being furnished within reasonable time they may apply directly to the Food Administration in Washington, stating the cars required, the point to be sent, the character of the commodity to be loaded, the consignee, and destination.

3. Diversion of shipment in transit except for perishables will not be permitted from destination given by the shipper to the forwarding agent of railroad where cars have been placed and loaded on the specific request of Food Administration as outlined above.

4. The Food Administration does not undertake to secure cars nor can the Director General of Railroads in these uncertain times of blizzards and winter storms undertake to supply all cars applied for, but it is hoped that the new arrangement will give

the Food Administration definite information, which it can give in turn to the Director General of Railroads for his assistance in the distribution of cars into the territories and trades of the most acute needs.

## ELEVATOR ADOPTS MILL

Elevators affected by the recent drastic war regulations by the Food Administration have received with unusual interest an idea which has been adopted by a good many elevators already and which relieves the situation considerably. This idea is nothing less than equipping with a compact, easily operated milling outfit to enable actual flour milling in connection with the elevator business.

The Anglo-American Mill Company, of Owensboro, Ky., manufacturers of the American Marvel short system milling unit, reports a number of very successful installations among elevators for this purpose and add that the interest in the idea has become very marked since elevators have been compelled to seek new sources of profit. Among the numbers of installations which this company has made among elevators in the past six years is the



ELEVATOR OF THE ELLIOTT & MYERS COMPANY, SUPERIOR, NEB.

Elliott & Myers Company of Superior, Neb., whose building is shown on this page. It is now nearly three years since this elevator company installed a 50-barrel American Marvel Mill in connection with its elevator business, and it reports splendid success from its experience with this mill.

Elevators that have installed this mill in order to reap an additional profit seem to be of one mind, that any elevator concern passing up the opportunity to make this additional profit is merely not taking advantage of business that could be theirs for the asking. It is pointed out that with this compact, complete, self-contained and practically automatic milling equipment, which can be installed in very small space and operated by one man without necessitating any additional labor, almost any elevator can add a milling branch to its business in a very short time and at moderate expense.

## CARRYING CHARGES FOR CANADIAN GRAIN

By order of the Board of Grain Commissioners Canadian mills must pay 1½ cents to the Board for every bushel of Western wheat ground in the mill from February 1 to August 31. The money derived from this source shall be used to pay carrying charges amounting to 1/14 cent per day per bushel for wheat in public terminal elevators at Fort William or Port Arthur, and 1/25 cent for wheat in storage boats, at Government interior elevators and in flour mill bins. Charges of 1/13 cent per bushel per day shall be paid to country elevators for street wheat in store, that is, wheat bought outright from farmers. This rule applies only to certain divisions of the Canadian Pacific Railway.

In the same order it is provided that the wheat in public elevators at Fort William and Port Arthur

shall be held for account of the Wheat Export Company, Ltd., and that it shall be distributed subject to approval of the Board of Grain Supervisors. If millers want wheat they must apply to the food controller, who in turn transmits the application to the Board. To make this effective the Lake Shippers' Clearance Association is ordered to cancel all orders for shipment from the head of the lakes to eastern millers.

## PROPER CARE OF GEAR AND CHAIN DRIVES

BY L. R. VEATCH.

In my opinion gear and chain drives are the most efficient drive that can be had—providing the right proportions are obtained, together with the proper speed.

The points that I desire to bring out at this time are not the facts of designing or installing the drive, but how to take care of the drive that you have installed. For even though you may have the wrong installation, you may not be in a position to

change it, hence a few points regarding the care of what you have, seemed to me a thing that would be appreciated by "American Grain Trade" readers.

First, I would suggest that you see to the rigidity of the bearings. See that no vibration takes place between the driver and the driven bearings. This has caused as much trouble as any other thing connected with the above drives. With belts or with rope drives, it is easily taken care of where it is not too much in evidence. But with a chain or gear, there is no way to remedy this, but to make the drive absolutely rigid.

The adjustments on the post hanger may work loose. If so, put on lock nuts to hold them fast. The bearing cap may be too open. Then take out the liners until it comes snug, and come down hard on the set bolts and make this bearing perfectly tight, just so the shaft works free.

A high speed chain will not run with as much slack as a slow speed chain. The high speed chain naturally has a tendency to go up (as in the case of an airplane, you could not get the machine to go up without high speed). So be very careful with your high speed chains and keep them close to the sprockets. You can do this by means of a leather-covered pulley, of not too small a diameter. This should not be what is generally known as an idler, but it must be made rigid, and placed on the slack side of the chain—the slack side, if possible, should always be the top side of the chain. You could have a small amount of lateral motion, say 1 inch, in order not to wear the leather in one place. A chain drive made rigid, as above outlined, if properly designed, will take a 25 per cent overload without any trouble.

Now in regard to the gears—this is a drive that goes as far back as the time when drives were first discovered, and each year finds an improvement of vast importance. More and more the fact is estab-



lished that the gear drive is to be relied upon for efficiency and economy of operation. Gear drives have been known to run for years and years without the least attention.

Of course, this neglect costs money in the way of power. Gears should have attention the same as other drives in order that they may produce the highest efficiency. When they are neglected, they may run, it is true (as their lasting qualities are unlimited). But if the proper care is not given them they will fall short in their saving of power. In fact, a pair of gears, if not in line, serve as a brake in operating machinery. Therefore, gears must be watched and kept perfectly in line with each other, and perfectly rigid, using the same precaution in adjusting the bearing as I have described in the chain drive.

The thing that is overlooked more than anything else, I may say, is the lubrication of gears and chains. No matter how slow, or how fast they must be lubricated, if you ever hope to get decent results. Any kind of grease or oil will not do. It must be something that will withstand the resistance against being forced out between the surfaces.

Where the drive is severe, a good quality of neatsfoot oil is the best that has been found. Vegetable or mineral oils are not desirable for this work, as they do not possess the resisting quality for heavy pressure. Something must be used that will give the lubricant power to resist the pressure. Graphite mixed in small quantities with most any kind of lubricating oil will add greatly to the staying quality of the oil. It will make a coating for the teeth and will be hard to remove.

Some engineers recommend white lead used in oil to give it a body. If used in neatsfoot, sperm, or lard oil, it will not dry out, and will have the power to resist heavy pressure. Where it is possible to do so, a casing should be made to fit tight over the gears, and the gears immersed in the oil as described, allowing them to run in the oil. By doing this you will find a great saving in power, and also in the wear of the gears.

In regard to lubricating chain drives: For the slow chain, take a brush with stiff bristles and clean the chain. This can be done while the chain is in motion; then with a soft brush give the chain a thorough dressing with oil. This should be done every two or three days. In case of a high speed chain (usually the drive for a high speed chain is short, about 3-foot centers), it is an easy matter to put a housing around this drive, and allow the chain to run in the oil.

In conclusion, I would highly recommend gear or chain drives in preference to any other, unless it is a direct motor drive. It would be well for the reader to think this over and try out a few chain or gear drives, if he doesn't happen to have any at present. But be very careful in making the installation that you get the right size and speed.

## A MESSAGE TO THE GRAIN TRADE

Prompt and concerted action on the part of the grain trade generally is needed to relieve the serious situation existing in regard to coarse grains. President E. C. Eikenberry of the Grain Dealers' National Association issued, during the first week in February, the following statement:

The grain trade is very short of supplies of corn, oats, rye and barley for immediate distribution to consumers.

There is a large amount of corn and oats, and a considerable amount of rye and barley on the farms and in country elevators, but it has been impossible to move it to market because of insufficient rail transportation.

Every one who can in any way assist in furthering the movement of this grain to market should do so by every means in his power.

On account of the poor keeping quality of the corn of the crop of 1917, it is desirable to ship corn in preference to the other grains mentioned, but as there will be many days when, on account of poor wagon roads it will not be possible for farmers to haul very much corn to the railroad, then on such days efforts should be made to ship as much as possible of the other grains, of which there are considerable quantities in store in elevators lying along the railroads throughout the grain-producing sections.

## THE MORMON WHEAT RESERVE

Brigham Young, late Mormon leader, was undoubtedly a great executive. He certainly established the Mormon church in Utah on a financial and economic basis that has insured the people of that denomination continued prosperity. He was an organizing genius. Shortly before his death he issued an edict to the sisters of the church to save the wheat.

The Relief Society is to the Mormon church what the Ladies' Aid is to Protestant denominations. Each year every member of the Relief Society saves and contributes some wheat against a time of famine. If a woman cannot obtain the grain she contributes an equivalent in money and the wheat is purchased.

At first this wheat was stored in loghouse granaries in each community, but for some years the church has been building more secure storage elevators. The old and new styles of elevators are shown in the illustration; an original log store-



TWO DIFFERENT TYPES OF WHEAT STORAGE ELEVATORS OWNED BY THE MORMON CHURCH

house and a modern concrete elevator. As these depositories become filled the old wheat is used or sold, or it may be and frequently has been loaned out as seed and returned at the end of the season with one peck added to every bushel. At all times there is a reserve of 200,000 bushels of wheat, enough to carry the people of the church through a season of famine or provide seed wheat for every grain farm in Utah.

No doubt the Bible story of Joseph and perhaps his own experience in early Kansas farming moved Brigham Young to make this insurance against possible need. But whatever prompted it, the Mormons have an "iron ration" against the day of scarcity.

## BARGE CANAL ELEVATOR IN NEW YORK

The completion of the new Barge Canal from Buffalo to the Hudson River will wipe out the differential in rates which Baltimore and Philadelphia now enjoy and will attract more grain to New York for export. But New York is not equipped to take care of canal business economically, as in most cases grain would have to be transferred from the barges direct to the vessel which carries it abroad. This could be handled readily by a floating elevator, but in that case the barges would have to wait until a vessel was ready to load, which might readily necessitate such a delay as to wipe out all the advantage of the water rate.

At the present time there are only five elevators in New York handling export grain. These are owned and operated by private interests and most of them are connected with rail lines with indifferent water connection, so that they will not be of

much use in handling the grain that comes into the port by canal.

An effort is being made to induce the Federal Government as a war measure to build an elevator on the canal at which ocean going vessels could dock. The canal will open next spring with its full depth and grain will be the most profitable and easily available freight. After the war it is proposed that the state of New York shall take over the elevator and operate it as part of the Barge Canal Terminal system.

## DEMURRAGE RULES AGAIN REVISED

BY SYDNEY A. HALE.

The Director General of Railroads has changed front upon the demurrage code that became effective by his direction on January 21. Following strong protests from the National Industrial Traffic League, orders have been issued restoring, in modified form, both the average agreement and the bunching rule eliminated from the rules by the January 21 code. At the same time, further changes have been agreed upon in the rates themselves; these changes, while designed to penalize the car hog still more heavily, also make more effective provision for the shipper who is compelled, by force of circumstances beyond his control, to detain a car beyond the free time allowed under the demurrage rules. The revised regulations and rates are ordered to become effective February 10 by special permission of the Interstate Commerce Commission and may be filed upon one day's notice.

The new rates for cars held after the expiration of the free time allowed for loading or unloading are fixed on the following basis: \$3 per car per day for the first four days under car service charges; \$6 per car per day for the next three days and \$10 per car per day for each day thereafter. The January 21 code provided for an initial charge of \$3 and an increase of \$1 per car per day until the charge of \$10 per car per day had been reached. While the new code penalizes the shipper holding a car up to the \$10 period more heavily, it is less drastic upon the shipper detaining equipment two or three days after the expiration of the free time allowed.

The restoration of the average agreement is limited in its application to inbound traffic. Under this, one credit will be allowed for every inbound car released within the first 24 hours' free time. Credits so accruing may be used to offset not to exceed four debits upon any one car detained beyond the expiration of the free time limits set in the rules. When cars are held beyond the first four days after the expiration of free time, the charges will apply upon all subsequent Sundays and holidays.

The bunching rule, which is, of course, not available to shippers working under the average agreement, has likewise been limited in its application to inbound freight. As agreed upon after conference between representatives of the national administration, the shippers and the carrier, it will read as follows:

Cars held for unloading or reconsigning.—When, as the result of the act or neglect of any carrier, cars originating at the same point or at intermediate points, moving via the same route, and destined for one consignee, at one point, are bunched at originating point, in transit, or at destination, and delivered by the carriers in accumulated numbers in excess of daily shipments, the consignee shall be allowed such free time as he would have been entitled to had the cars been delivered in accordance with the daily rate of shipment. Claims to be presented to carrier's agent within 15 days.

THE switching charges at Minneapolis, Minn., by connecting line carriers of 1 cent per 100 pounds with a minimum of \$6 per car has been held unjustifiable by the Interstate Commerce Commission. The Commission also decided that the proposed increase in intermediate switching charge of the Railway Transfer Company of Minneapolis, and increased switching charges of the M. & St. L. road for intermediate switching performed for connecting carriers at Minneapolis was not justified.





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#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Chicago, Ill., February 15, 1918



#### GETTING CORN TO THE DRIER

THE feeding value for soft corn at the present price of pork is about \$1 per bushel when fed to hogs; as a cattle feed its value is much less. The risks in shipping corn of this character are so great that much of it will not appear in the market reports at all, and the visible supply throughout the year will probably be comparatively small in spite of the record crop. ¶ Where corn can be shipped, either to a rapidly consuming market or where driers are available, it will be absorbed readily enough, for the distilleries are making great quantities of industrial alcohol for the munitions manufacturers, and the demand for cornmeal and corn flour is unprecedented. ¶ The milling value of artificially dried corn is practically the same as for natural grain, unless the corn is too immature, in which case little but chaff remains after drying, and for milling purposes it is practically valueless. A carefully guarded secret of early corn millers consisted simply in drying the corn or the meal, and the result was a supposedly superior article. The loss in drying therefore is not in milling value, but merely in weight. The loss by evaporation and cost of drying, if the corn is sweet, should be an index of the difference in price between high moisture corn and grade corn. ¶ Soft corn may be con-

signed and sold on its merits; it can be shipped to a terminal and dried for the shipper's account; or it can be sold direct to a firm operating a drier. The last plan is getting to be very common, as shippers are glad to get it off their hands. The cost of drying is from  $\frac{3}{4}$  cent to  $2\frac{1}{2}$  cents per bushel, depending on the capacity of the plant and the amount of moisture extracted. ¶ If corn can get to a drier in good condition it is safe and will have a good market value; the heaviest losses will occur in the country stations that fill their bins without cars in prospect.

#### CARS ARE COMING

"SEND 1,000 box cars into the corn belt territory daily until such time as the corn situation is wholly relieved." That, in effect, was the order given to Eastern railroads on February 4, by Edward Chambers, who is practically superintendent of traffic for the country under the director-general of railroads, William G. McAdoo. ¶ The order has been a long time in coming. Ever since the first of December the grain trade has been praying for relief. They saw this corn crisis coming. They knew that when warm weather started germination nothing could save the corn crop but drying. Mr. Hoover, also, has been fully alive to the seriousness of the situation and has urged more cars for the corn belt at every opportunity. But the order was put off until this late date, and now only the most energetic compliance with the order will save the corn. ¶ It is doubtful if the order would have been made now if a committee of grain men had not gone to Washington and in personal interviews with Mr. Hoover and Mr. McAdoo made the situation plain. Not only did this committee succeed in getting action, but they forestalled the intent of giving corn exclusive privileges, by explaining that many country elevators were full of oats which would have to be shipped before room could be found for the corn in farmers' hands. Now, the priority order applies to corn only if corn is available, otherwise cars may be loaded with other grains. This will save many cars for moving grain that would otherwise have to be replaced if an elevator held no corn.

#### THE 60-DAY RESTRICTION

THE committee which went to Washington to get cars to move the corn crop had another subject for discussion with Mr. Hoover. They asked that the restrictions, limiting private ownership of grain to a period of 60 days, be removed. They pointed out that only by accumulating corn in terminal markets could the crop be saved. ¶ Mr. Hoover did not pass upon this request at the conference, but the next day, February 2, he wrote to C. B. Pierce of Chicago, who was a member and one of the chief spokesmen of the committee, stating that at no time since harvest had there been 2-months accumulation of supplies; that in no month had we supplied as much grain to our Allies as they had provided tonnage for; and that, as cash

prices have consistently been higher than futures it proved that there was a ready market for every bushel of grain that appeared, the demand was greater than the supply. ¶ He recognized, however, that the railroads were largely responsible for this condition, and that if the railway situation liquidated itself, the situation would be reversed and "conceivably it will be necessary to alter the rule in such a manner as to provide for carrying the grain over a longer period." ¶ While no explicit promise is made, Mr. Hoover has shown himself to be too good a business man and too well versed in the grain trade to leave much doubt but that action will be taken if it becomes necessary.

#### MARKET DRYING CAPACITY FOR CORN

AS THE movement of corn increases, it will become necessary for shippers to know just how each market is equipped to handle moist corn. Conditions might easily arise in which a market would become so congested with heating corn that it could not be absorbed by driers or by industries before the corn is ruined for all commercial purposes. ¶ One of the greatest services a commission merchant can perform is to keep in constant touch with the drying situation in his market and keep his patrons informed. By the same token a shipper who bills corn to any market without knowing the general conditions there, is taking an unnecessary risk, and he should insist on information from his receiver before making shipment. ¶ Even with the closest co-operation, cars of corn may bunch at certain markets at times and losses result, but this can be largely prevented by a daily canvas of the situation and reasonable care in selecting the market best equipped to take care of immediate needs.

#### THE FARMER'S TURN

IT IS hard to find a city man these days who does not think that the farmer has far and away the best of the deal. Everybody thinks so but the farmer, and perhaps a few farmers have begun to suspect it. If he is making money, if he is prosperous, it is because he works long hours that would make a city man shudder to think of, and because his income isn't frittered away on movies, cabarets, theaters and expensive clothes and meals. ¶ He has made money by selling his produce on a buyer's market. At very few periods in the world's history has there been a time when the competition between sellers of foodstuffs was not greater than between buyers. But now we are in for a change. ¶ According to Mark W. Potter, president of the Carolina, Clinchfield & Ohio Railway, there will be, after the war, an actual shortage of food; positions will be reversed; farmers will control the market unless immediate steps are taken to increase the world's food supply. In this country, Mr. Potter argues in the *Manufacturers' Record*, our population increased 15 per cent in the last 10 years; in the same period our cattle



decreased 15 per cent; our hogs have decreased 5,000,000 in the past year; in 1903 we had 75,000,000 sheep, while our present supply is 46,000,000. "It is apparent at every turn," says Mr. Potter, "that unless some radical increase of production is accomplished, prices will continue to rise and sound social and economic development must cease and universal distress will come." ¶ Perhaps the answer will be found in the plans of Canada, England and other countries in placing the returned soldiers on Government granted land; settlement of the land question in Russia offers possibilities; then there is the tractor and fertilizers. Since Malthus frightened the world with his threat of starvation, there has always been someone ready to perpetuate his doctrine. In any case Mr. Potter's jeremiad would have been more effective if he had not concluded with the possibilities of the South as the savior of the situation. This from the president of a Southern railroad makes suspicion of there being a gentleman of color in the woodpile.

### RAILROAD CO-OPERATION

SOMETIMES the most effective co-operation lies in attention to apparently insignificant details. One of the most prolific causes of delay in grain delivery in the past has been in routing cars to or through a point at which there has been placed an embargo. ¶ The new railroad orders, prohibiting reconsignment and reloading without special orders of cars received at a terminal, and the great quantities of corn that will have to be sent to drying centers, is bound to cause congestion and embargoes. Shippers will load cars and issue bills to embargoed points, and while the car will not be delivered, it will be delayed, perhaps for days and that much tonnage is out of service. ¶ If the railroads would make it a point to have every station agent on their lines notify shippers immediately of changes in embargo orders, this unnecessary delay could be eliminated, for the shipper could then bill his car to a point which he knew to be open. This would not be onerous service and would save thousands of days of running time for cars.

### A PIONEER PASSES

ONE of the pioneers and former leaders in the grain trade of the Northwest passed away in the death of Colonel G. D. Rogers of Minneapolis, Minn., which occurred last week. Mr. Rogers was one of the early constructive founders of the vast grain trade which originates at the head of the lakes and now makes its influence felt through our own shores to foreign countries. ¶ He was a man of rugged honesty, whose statistical work in connection with his compilation of grain facts and figures for the Minneapolis Chamber of Commerce was never questioned as to its truth and accuracy. In fact, all information put out by Mr. Rogers was accepted by the entire grain trade of the country as expressing the nearest possible relation to the facts of the case as human endeavor could make it. ¶ As a forecaster of probable crops and conditions, based on in-

formation at hand at the time the prediction was made, he was unsurpassed. ¶ He was honored while living by the friendship and esteem of the foremost grain men of the Northwest, who will deeply deplore his loss.

## EDITORIAL MENTION

Save food now or we may have none to save.

Weeds in a grain field are as unpatriotic as glass in a soldier's ration.

Your scoop-shoveling competitor must have a license. See to it that he has.

Next in importance to finding seed corn is distributing it at a reasonable price.

The most important thing before hay and feed dealers at present, is to secure a license.

Great Britain and Europe may feel a permanent gratitude to this country for our farm tractors.

The elevator that collects and distributes seed corn now is the one that will handle the harvest next winter.

The West seems to be full of cars with no engines to pull them. Much of the car shortage is due to lack of power.

New demurrage rates went into effect on February 10. Not many grain shippers are holding cars beyond the free time.

Illinois farmers have a new program with 12 articles. The first three are: Plant spring wheat; raise more pork; use more fertilizer.

Seed is scarce, but unless the seed that is planted this year is pure, disease proof and tests high for germination, it will be scarcer next year.

The truck and trailer loaded with grain from country elevator to nearby terminal or mill will soon be a familiar sight on our improved highways.

As a war measure and as a permanent commercial asset the improvement of highways is one of the most important matters before the nation.

I. W. W.'s may be responsible for many elevator fires, but just plain carelessness causes more of them. Clean up your plant so we can clean up the Kaiser.

The order to sell flour only with a like quantity of cereal substitutes, caught many markets nearly empty. This was the chance for the local meal grinder to make good.

H. B. Dorsey, secretary of the Texas Grain Dealers Association, has made arrangements whereby the mills and elevators of Texas will bring down spring wheat seed from the Northwest for planting in the Texas districts that

were too dry last fall and winter for the winter wheat planting. A spring wheat crop from Texas will be a novelty. It may be a life-saver.

The world's wheat production is normally 3,670,000,000 bushels. At present three-fourths of the wheat-consuming world is living on a little more than half the normal amount.

One factor in the readjustment program must be taken into consideration. There will be more ocean tonnage available than the world has ever known, in spite of the submarines.

When America becomes aroused she can put over whatever she likes. Reports indicate that the whole country is aroused over seed, and to the extent that this is true we will have a grain crop next year.

Weekly reports on coarse grains, C-1 and C-26, must be made with as great care and promptness as those for wheat. The Food Administration has more than enough to do without jacking up delinquents.

The Food Controller of Great Britain has fixed prices for domestic crops of 1918. Wheat and rye will be 75 shillings per quarter of 504 pounds; barley, 65 s. per quarter of 448 pounds; oats, 46 s. 3 d. per quarter of 336 pounds.

New York and New England are getting their substitute cereals by boat from the South. When will we wake up to the fact that there are other means of transporting grain and hay than by rail? Probably not until the railroads are down and out.

A plan is proposed in England for a public corporation to provide storage for 40,000,000 bushels of wheat as a reserve. As about 200,000,000 bushels have to be imported each year this reserve would not be excessive for an island country, even with the British navy about.

"Cause Unknown" is the most prolific source of elevator fires. If the operator would confess, this unknown cause would usually resolve itself into, dirty plant, greasy rags in a corner, pulleys out of alignment, scraping elevator buckets, friction in the elevator head or boot, dry bearings, cobs or rubbish piled against the building on the outside.

Great Britain is the only European country whose grain crop yield increased in 1917. The reason is that great quantities of land held in big estates was put under cultivation and much hay and pasture land was plowed for grain. But even with the increased production, Britain only raises a small percentage of her requirements.

H. B. Thomson, who succeeded the Hon. W. J. Hanna as Food Controller of Canada, is Ireland born but with years of experience in the wholesale grocery business of Western Canada behind him. He was Mr. Hanna's assistant and so was ready to take up his duties without interference with plans already made.



F. M. TURNBULL  
Philadelphia.

# NEWS OF THE TERMINAL MARKETS

JOHN MACKEY  
Kansas City.

## COMMISSION FOR FORWARDING WHEAT

The Food Administration Grain Corporation announced recently that commission merchants in the Milwaukee market would be allowed a commission of one-half cent per bushel for forwarding wheat to mills. The order applied to all mills in the Milwaukee zone with the exception of those located in the city.

## NEW HEADS OF MONTREAL CORN EXCHANGE

At the annual meeting of the Montreal Corn Exchange Association of the Board of Trade, Montreal, Que., held January 30, H. D. Dwyer was elected president; T. H. Reeves, treasurer. Committee of Management: W. B. Bashaw, A. G. Burton, C. B. Esdaille, A. E. Clare, E. S. Jacques, R. Nelson, and J. Quintal.

## RECEIPTS TO BE LARGER

Ware & Leland of Chicago say in late letter: "The weather continued of a character favorable to shipping. Presumably it may be assumed that receipts of corn will be larger for a time as a result of the efforts to move the crop, and in that event cash prices will probably sustain a further decline and the futures also exhibit a declining tendency."

## CHANGE IN COLLECTION OF INSPECTION FEES

After February 1 all inspection fees at Milwaukee, Wis., will be collected by the grain inspection department of the Milwaukee Chamber of Commerce direct from the owner of the grain or his representative. It has been the custom for years past for the railroad company to collect the inspection charge on grain at the same time with the freight.

## NEW REVENUE REGULATIONS

Under the new internal revenue regulations every member of the Chicago Board of Trade and every employe, a member of the Board, who performs any service connected with the business, either in his own name or otherwise, must register. Every person, whether a member or not, must register if engaged in the business of futures. A special form is provided for recording all transactions in "offers" but the amount of the sale need not be entered, inasmuch as it has been or should have been entered in the "bids and offers" book.

Returns must be made on or before the 15th of each month in settlement for the previous month. Sales made in the office are considered the same as if made on the exchange.

## ARE RAILROAD EMPLOYEES DOING THEIR BIT

Pope & Eckhart Company of Chicago, Ill., has the following to say about the railroad situation in its market letter of February 6:

"Mr. Lee, president of the Brotherhood of Railway Trainmen, contends that the railroad managers are trying 'to defeat U. S. rule' and are responsible for much of the inefficient handling and the congestion of the railroads. Judging by the attitude of the managers in the Middle West we should say his statements are distinctly contrary to the facts. It is folly to claim that the very severe winter weather and storms did not contribute largely to the deplorable railroad situation, and to say that they were not prime causes for railroad troubles. It is

our 'guess' that railroad union labor is another very important factor contributing to delays and the congestion. The astonishing lack of loyalty of railroad labor as a class, to the interests they serve, is one of the remarkable features of railroad experience of many months—aye, of several years. And more than that, in the face of that attitude, they have transgressed all bounds of reason in their recent demands for further large increased wages."

## GEORGE F. KREAGLOH

George F. Kreagloh of the Quartermaster's Corps of the United States Army is the son of George A. Kreagloh of the Toledo Field Seed Company of Toledo, Ohio. That may be saying much or nothing. Young men nowadays prefer rather to meet the world on their own merits than get a free ticket to a successful business or social status on the reputation of an illustrious parent. From shirt sleeves to shirt sleeves in two generations is no longer in vogue, as almost every ambitious young man could tell his great grand-dad a few



GEORGE F. KREAGLOH

facts about the Ladder of Success that were not within that worthy ancestor's ken.

However, those who know George A. Kreagloh are aware of the fact that George, Jr., had the free gift of an unusual birthright. He seems to have made the most of it. George is one of the most popular young men in the Dorr West End of Toledo. He left an important position with the wholesale dental supply firm of Ransom & Randolph last summer to enlist in Uncle Sam's service, and is now at Camp Jos. E. Johnson, Jacksonville, Fla., with the Quartermaster's Reserve from whence he will go to France.

## NEW YORK OATS MARKET

L. W. Forbell & Co. of New York have the following to say of oats in their weekly grain letter of February 12:

"Arrivals of oats, no doubt, were restricted by the very severe cold wave that prevailed during the early part of the week, but they may be expected to show a gratifying increase the coming week, barring a recurrence of unfavorable conditions.

"Stocks in dealers' hands are unusually small, and they must, of necessity, receive supplies that are either now in transit direct to them, or from the spot where offerings are limited and reserves have been reduced to the point of exhaustion. Transactions were of moderate volume, and whatever appeared for sale was readily absorbed. The fact that current prices were satisfactory to fortunate holders kept the market from attaining a higher level, which might easily have resulted had more insistence on the part of receivers been shown. It is conceded that values are abnormally high, and there is naturally considerable hesitancy about holding, when unusual profits can be quickly secured."

## OATS TO COME OUT

Simons, Day & Co. of Chicago, say in letter of February 12: "Weather promising fine for the time being indicates liberal receipts of oats. This weather is allowing a good clean-up, so the grain that has been on track for so long will now come on the market, and will give the shippers a chance to get grain for both the eastern and export trade."

## ANNUAL ELECTION AT ST. JOSEPH

The annual election on the St. Joseph Grain Exchange, St. Joseph, Mo., was held in January, A. J. Brunswig received the majority of votes for president; T. P. Gordon for vice-president; John W. Broadus for treasurer. Allen T. West was re-appointed secretary.

Directors chosen were: J. A. Gunnell, C. A. Addington, C. A. Geiger, G. W. Helm, Fred Frederick, C. P. Wolverton.

## INCREASED MOVEMENT OF CORN

Rumsey & Co. of Chicago, say early in the week: "The rapidity with which all corn arrivals this morning were taken at mostly lower prices than Saturday developed a more active market today during the later trading and more strength exhibited. Receipts were unusually large, and weather conditions are generally favorable for further increased movement from now on, this fact borne out by our own advice of shipment notices, which have shown a most unusual increase today."

## ELECTION AT PHILADELPHIA

It is very evident that Louis G. Graff, head of the grain exporting firm of L. G. Graff & Son, has proven an able as well as popular president of the Philadelphia Commercial Exchange. Mr. Graff was re-elected president for the fourth consecutive time at the recent annual election of officers. C. Herbert Bell was re-elected vice-president and Emanuel H. Price was elected treasurer. Directors chosen were Robert Morris, Samuel L. McKnight, Frank M. Rosekrans, David McMullen, Jr., George M. Richardson and George N. Warner.

## LINCOLN BULLED THE UNITED STATES

Our Boy Solomon of C. A. King & Co. of Toledo, Ohio, says that "Abraham Lincoln was the patient, steadfast bull on United States stock. He believed firmly in our great grit and material resources. He believed that right makes might. If he were alive today, he would scalp the Hohenzollern slave drivers, He would knock the K out of the Kaiser and the crown off the clown prince. He would put Von Hindenburg in a wooden kimona. He hated bloodshed, but he believed in a finish fight. He realized a draw settles nothing. You cannot compromise a



great principle. As Lloyd George says: 'We must go on or go under.' Let us say with Lincoln: 'With malice toward none, with charity for all, with firmness in the right as God gives us to see the right, let us press on to finish the work we are in.'

## SEED OATS IN DEMAND

The J. Rosenbaum Grain Company of Chicago, say for week ending February 12: "A demand for choice seed oats has made its appearance the past week and there have been a number of cars of No. 2 white sold here for that purpose. Premiums early in the week were the highest of the season, but the demand fell off shortly, and the greater part of the advance was lost. Bulk of the export business is being done via the Gulf and there has been little of that of late. Futures attract little attention but the general undertone of the market is easy."

## GRAIN EXCHANGE FORMED AT GRAND RAPIDS

The grain dealers of Grand Rapids, Mich., and vicinity recently organized the Grand Rapids Grain Exchange with headquarters in the Association of Commerce Building. The object of the association is to promote harmonious action in dealing with the many problems arising in the trade.

The officers of the Exchange are: Wm. S. Rowe, president; Bert Henderson, vice-president; Frank A. Voigt, secretary; Minor Walton, treasurer.

Directors are, including the officers: F. E. Lewellyn, L. Fred Peabody, F. W. Hinyan, John Higgins.

## TO FIX PROFITS IN FEEDINGSTUFFS

It is reported from Washington that the U. S. Food Administration will fix profits in the handling of all kinds of feedingstuffs to take effect about the middle of February. All handlers of feedingstuffs will then operate under Government license and it is said the profit of the brokers will be 25 cents per ton, the jobbers \$1.75 per ton and the retailers \$5 per ton. The Feedingstuffs Industry Committee, of which G. A. Chapman of the Quaker Oats Company, Chicago, is chairman, has been working in co-operation with the Food Administration and it is believed that the proposed regulations will meet in general with the approval of the feed trade.

## COOPER CARS AND SAVE GRAIN

We have received from John Dower, supervisor of the Department of Weights, Merchants Exchange, St. Louis, Mo., a copy of the annual report of his department. The question of shortages will be always one to engross the attention of the grain trade and much has been done the past few years to impress the country shipper with the importance of putting his car in the best condition possible before loading. On this subject the report states:

The cooping of cars at terminals is good as far as it goes, but it does not meet the requirements of this time of stress, and we feel satisfied that many cars, say 10 per cent at least of the whole, could be made fit for bulk grain by special cooping of floor, sides and ends with burlap, and some cars can be reinforced with sectional grain doors where minor defects are apparent in body of car.

We note many apparently unfit cars coming from country points under heavy loads showing no leakage, but thoroughly cooped in this manner and which could not be used otherwise; these cars are invariably rejected here for bulk grain loading by Carriers' Car Inspector, although the body is physically sound and could be forwarded under a load if specially cooped in the manner suggested, and we would supplement the efforts in this direction by an interchange between freight platform and industries with grain elevators, of cars unfit for bulk grain but capable of carrying rough and bulky freight.

Relative to 15 per cent excess weight over marked capacity permissible in loading grain under recent order, it can be said that many of the cars, although meeting axle strength requirements, are decidedly infirm in box construction and it will be necessary to examine carefully the general condition of cars before loading excess tonnage.

Ralph A. Shuster, manager of the oats department for Rosenbaum Brothers, Chicago, Ill., made an address recently before the members of the Pittsburgh Grain & Hay Exchange, Pittsburgh, Pa.

## WILL HEAD CLEVELAND EXCHANGE

The following officers have been elected to serve the Grain and Hay Exchange of the Cleveland Chamber of Commerce during 1918: H. W. Robinson of the Union Elevator Company, president;



H. W. ROBINSON

F. E. Watkins of the Cleveland Grain Company, vice-president; F. W. Blazy of the Star Elevator Company, treasurer; James H. Reuss, secretary.

## BALTIMORE ELECTS OFFICERS

The officers of the Baltimore Chamber of Commerce to serve the coming year are: William H. Hayward of the C. A. Gambrill Manufacturing Company, president; Ferdinand A. Meyer of Baltimore



WM. H. HAYWARD

Grain Company, vice-president; Jas. B. Hessong, secretary and treasurer.

New directors for three-year term are: Eugene Blackford, C. P. Blackburn, William H. Hayward, E. F. Richards and Frank S. Dudley.

President Hayward was born in Somerset County, Maryland, in 1865 and went with the C. A. Gambrill Manufacturing Company in 1881. He was elected secretary of the company in 1898 and treasurer in 1900. His entire business career has been with this company.

Mr. Hayward served two former terms of three years each on the directorate of the Baltimore Chamber of Commerce, and has also served on practically all the committees of that body from time to time. He is a member of the Eastern District Milling Committee of the Food Administration and is married and has two children.

## CHANGES IN MEMBERSHIP

*Baltimore.*—G. S. Harlan and S. T. Stackpole have been admitted to membership in the Chamber of Commerce and the memberships of Golder Shumate and W. S. Franklin, Jr., have been transferred. Reported by Secretary Jas. B. Hessong.

*Chicago.*—New members on the Board of Trade are: Jesse H. Ridge, G. R. McClean, Edw. S. Sheehan, Law F. Brown, C. M. Rich, Alex C. Harsh and N. E. Anderson. The memberships of the following were transferred recently: Jos. P. Kelso, Fred A. Wood, E. L. Roy, Chas. S. Crary, John T. Woesten, C. A. Brown and Walter A. Thomas. Reported by Secretary John R. Mauff.

*Duluth.*—A. J. Braucer has been elected to membership on the Board of Trade and J. L. Mullin has withdrawn his membership in that organization. Reported by Secretary Chas. F. MacDonald.

*Milwaukee.*—Membership in the Chamber of Commerce has been granted Theodore Sedlmayr. Membership of M. A. Huntley has been transferred. Reported by Secretary H. A. Plumb.

*Minneapolis.*—During the month of January, Geo. K. Labatt and G. A. Saunders were elected to membership in the Chamber of Commerce. Reported by Statistician E. P. Kehoe.

*Toledo.*—J. D. Hurlbut of the Toledo Grain & Milling Company has been elected to membership in the Produce Exchange during the past month. Reported by Secretary Archibald Gassaway.

## TERMINAL NOTES

The Adams-Whyte Grain Company of Omaha, Neb., was recently organized with a capital stock of \$25,000.

J. C. Atkins, recently with Randall, Gee & Mitchell of Minneapolis, Minn., is now with the Atkins Grain Company.

W. M. Giles has established an office on the Kansas City Board of Trade for Thompson & McKinnon of Chicago, Ill.

E. W. Hopkins of the Mutual Commission Company, Cincinnati, Ohio, recently enlisted in the Navy Aviation Corps.

S. J. McCaull of the McCaull-Dinsmore Company, Minneapolis, Minn., returned home late in January from a short visit in California.

The service flag of the Commercial Exchange of Philadelphia, Pa., unfurled over the entrance to the floor now contains 115 stars.

John H. Cox, until recently Federal Grain Supervisor at Pittsburgh, Pa., has been transferred to New Orleans where he holds a similar office.

The Baltimore Pearl Hominy Company of Baltimore, Md., will build a new elevator to be operated in connection with its corn business.

J. P. Haynes has resigned his position as traffic manager of the Cairo Board of Trade and located at Sioux City, Iowa, where he is secretary of the Sioux City Commercial Club.

Charles M. Kennedy, son of Charles Kennedy, Federal Food Administrator for the Buffalo, N. Y., District, was recently commissioned a second lieutenant in the engineers corps.

Jeff D. Hardin, Jr., has resigned the office of vice-president of the grain firm of J. H. W. Seele Company of New Orleans, La., to devote his time to his banking interests and his plantation.

The annual meeting and dinner of the Grain Receivers' Association of Chicago was held recently at the Atlantic Hotel. Adolph Kempner was re-elected president for the third time.

A banquet was tendered to Retiring-President James Legg of the Baltimore Chamber of Commerce on February 2 at the Merchants' Club, Baltimore.



D. C. Kolp has succeeded the Marshall Grain Company at Oklahoma City, Okla. The latter firm has removed to Watonga, Okla., where it will conduct a regular grain elevator and mill business.

William A. Black was recently elected president of the Montreal Board of Trade, Montreal, Que.; John Baillie, first vice-president; George Sumner, second vice-president; W. A. Coats, treasurer.

A. Stamford White, president of the Chicago Board of Trade, recently appointed a committee of 12, with John H. Jones as chairman, to promote the sale of war saving certificates and thrift stamps.

J. B. Gilfillan, Jr., of the Gilfillan-Remond Company, grain merchants of Minneapolis, Minn., recently sailed for France where he will be a field representative of the Red Cross in military relief work.

At the annual meeting of the Topeka Board of Trade, Topeka, Kan., held in January, F. A. Derby, former vice-president, was elected president; J. B. Nicholson, vice-president, and David Bowie, treasurer.

Chas. Faessler, who has been appointed Swiss Consul for Ontario and the Northwest Provinces in succession to the late Remy Burger, is manager of the firm of Parrish & Heimbecker, grain merchants, Toronto.

The Pioneer Grain Company of St. Paul, Minn., has been incorporated to carry on a general grain business. The capital stock is \$50,000 and incorporators are: R. Opsal, P. M. Olive, M. M. Monaghan.

John J. Stream, head of the Coarse Grain Department of the Food Administration, was given a dinner at the New Willard Hotel, Washington, D. C., by his grain friends recently on the occasion of his 48th birthday.

The Board of Directors of the Milwaukee Chamber of Commerce adopted a resolution that each Monday during the period prescribed by the Fuel Administration the heat in the Exchange room should be cut off at noon.

The service flag of the Minneapolis Chamber of Commerce, unfurled recently in the exchange hall with impressive ceremonies, contains 434 stars. They represent for the most part members of the Exchange and sons of members.

T. C. Robinson who has been for years connected with the Grain Weighing Department of the New Orleans Board of Trade has been promoted to assistant to the chief grain inspector and weigher, succeeding John B. Sanford, who retires.

The directors of the Chicago Board of Trade decided to keep the exchange open during the coal conservation period ordered by Fuel Administrator Garfield and instead of a temperature of 68 degrees to 70 degrees on heatless Monday it is around 65 degrees.

H. A. Gamage of the Moore-Seaver Grain Company, Kansas City, Mo., was chosen at the annual meeting secretary-treasurer of the Kansas City Grain Club. Fred C. Hoose is president of the club and Jas. N. Russell, vice-president.

President A. S. White of the Chicago Board of Trade gave a dinner at the Chicago Club late in January in honor of Retiring-President Jos. P. Griffin. There were present only the officers of the Board and the retiring directors.

Walter Beavan, with Lamson Bros. & Co., Chicago, Ill., was a recent visitor on a number of Eastern grain exchanges. There are few grain men who are more widely acquainted in the East or who have a larger number of friends.

George E. Marcy, president of the Armour Grain Company of Chicago, left that city early in February for a few weeks vacation in California. The greater part of the time will be spent on his ranch, located a short distance from Pasadena.

Secretary Wm. H. Howard of the Indianapolis Board of Trade sends us figures on receipts of grain at Indianapolis showing the increase in the grain received in that market in a 10-year period. For the year 1917 the receipts of wheat were 3,488,750 bushels as compared with 2,248,200 bushels during 1907. Receipts of corn were 21,

122,500 bushels against 11,877,300 bushels in 1907, and of oats 17,937,000 bushels as compared with 4,576,500 bushels in 1907. Receipts of rye were 310,000 bushels in 1917 and none in the year 1907.

Articles of incorporation have been filed by Dennis & Co., Inc., Baltimore, Md., with capital of \$15,000 to deal in grain products and carry on a general grain brokerage business. Incorporators are: Archibald R. Dennis, J. Murdoch Dennis and Charles B. Howard.

A. S. Swanson, formerly road solicitor for E. Lowitz & Co. of Chicago, for their Indianapolis office, has taken charge of the office. Mr. Swanson is well known in central territory, having been formerly with the Hooper Grain Company of Chicago and Jackson Bros. Company of Chicago.

An order of John J. Stream, head of the Coarse Grain Division of the Food Administration, is to the effect that grain elevators with driers shall operate without restrictions as these come under the head of manufacturers of perishables, or food for necessary immediate consumption.

The Curtiss Grain Corporation of Buffalo, N. Y., expects shortly to have the Curtiss Elevator equipped for the grain and feed business. The members of the firm are Coleman Curtiss and R. J. Burns, both well known on the Buffalo market. Offices are in 225-227 Chamber of Commerce.

Jos. P. Griffin, ex-president of the Board of Trade of the city of Chicago, was presented "on 'Change" subsequent to the Board's election of officers, with a handsome gold watch and chain by his friends as a mark of their appreciation of his work for the grain trade during his term of office. The presentation speech was made by J. F. Mackenzie.

C. W. Lonsdale of Kansas City, Mo., was re-elected president of Grain Clearing Company of the Kansas City Board of Trade at the annual meeting held yearly in February. J. J. Wolcott was re-elected first vice-president; G. A. Moore, second vice-president; B. C. Moore, re-elected treasurer; R. J. Thresher, re-elected secretary; G. G. Lee, re-elected manager.

W. S. McDonald is now sharing with W. E. Kinney the management of the Kinney Grain Company of Indianapolis, Ind. Mr. McDonald has been associated with the business for the past nine years and is a man of wide experience and executive ability. The firm is known as one of the most reliable and strongest financially on the Indianapolis Board of Trade.

The annual election on the Peoria Board of Trade, Peoria, Ill., was held in January. Homer H. Dewey was elected president; Geo. L. Bowman and A. C. McKinley, vice-presidents; John R. Lofgren, secretary; W. G. White, treasurer. Directors: C. C. Miles, A. G. Tyng, L. Mueller, T. A. Grier, A. H. Kanne, J. M. Vannuys, A. W. Harwood, L. H. Murray, W. T. Cornelison, E. R. Murphy.

The work house of the Big Four Elevator at Indianapolis, Ind., owned and operated by Urmston Grain Company, has just been enlarged by an addition 14x42 feet. Additional trackage has also been built to accommodate 75 cars daily and the company has ample ground to permit of still further enlargement of the elevator in the future. The late improvements to the plant give the Urmston Grain Company one of the finest and most economically working properties in the state of Indiana and they have improved their service in all respects to match the new modern plant.

Corporal John Lester Devlin, formerly assistant to his father, John H. Devlin, manager of the hay department of Albert Miller & Co., Chicago, is one of the chosen out of his company at Camp Dodge to enter the officers' training camp. His younger brother, Julian H. Devlin, has joined the Royal Flying Corps at Camp Mohawk, Deseronto, Ontario, as 1st Class Cadet. Julian was formerly sergeant in the Rainbow Division of the 1st Illinois Artillery at Camp Mills, Long Island, from which he was dismissed on account of a supposed affliction, although he was eagerly accepted by the Canadian Army.

The sincere sympathy of very many friends will be extended to E. L. Glaser, president of Rosenbaum Bros. of Chicago, in the death of his wife, Etta Rosenbaum Glaser, which occurred last week from

pneumonia. Mrs. Glaser was prominently associated during her lifetime in charitable work in Chicago and since its organization she had supported the Navy Club at Waukegan for the recreation of the jackies at Great Lakes, and she served in the canteen at the Public Library under the auspices of the Chicago Woman's Club. She was laid to rest in Rosehill Cemetery.

In the write-up of the new Chicago Great Western Railroad Elevator at Omaha, Neb., last month the "American Grain Trade" stated that the elevator was operated by the Independent Elevator Company. This was incorrect, the Nye Schneider Fowler Grain Company of Omaha having operated the elevator as lessees for a number of years past and will continue to operate it as well as the new addition. The Nye Schneider Fowler Grain Company is one of the old established firms on the Omaha Grain Exchange with offices in 317-332 Grain Exchange Building. Officers of the company are: Frank Fowler, president; Ray Nye, vice-president; S. P. Mason, secretary; R. J. Southard, treasurer.

The McCordle-Black Company has been organized at Indianapolis, Ind., to carry on a general grain business. The members of the firm are John W. McCordle, well known grain and elevator man who has been in the grain business at several stations in Indiana for the past 30 years; Bert K. Black, formerly of Chicago, where he was associated with various grain firms for the past 12 years and until recently manager of E. Lowitz & Co.'s business at Indianapolis. The other member of the firm is Clyde A. McCordle who has been in the grain business with his father for the past 20 years. John W. McCordle will not be active in the business as he is now a member of the Public Service Commission of Indiana. The new firm has ample capital and assure their many country friends of the very best attention in handling their grain.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States for the month of January, 1918:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary the Chamber of Commerce:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	369,780	3,032,773	1,494,614	3,973,285
Corn, bus....	232,989	3,706,478	294,798	2,989,354
Oats, bus....	338,041	1,159,086	562,850	1,499,607
Barley, bus..	2,304	453,365	10,605	9,880
Rye, bus....	378,073	1,207,248	557,568	636,028
Hay, tons....	4,868	3,829	770	727
Flour, bbls..	291,931	306,760	.....	283,477

**CHICAGO**—Reported by John R. Mauff, secretary the Board of Trade:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	331,000	3,477,000	121,000	2,380,000
Corn, bus....	5,797,000	11,054,000	1,541,000	4,336,000
Oats, bus....	5,682,000	7,758,000	3,423,000	4,435,000
Barley, bus..	1,287,000	2,525,000	378,000	609,000
Rye, bus....	148,000	433,000	89,000	361,000
Timothy seed, lbs. ....	2,006,000	2,149,000	1,720,000	2,921,000
Clover seed, lbs. ....	1,079,000	660,000	908,000	1,065,000
Other grass seed, lbs..	1,177,000	1,051,000	451,000	1,529,000
Flax s'd, bus.	50,000	55,000	.....	9,000
Broom corn, lbs. ....	1,411,000	914,000	722,000	1,103,000
Hay, tons....	21,318	21,707	4,474	1,693
Flour, bbls..	457,000	878,000	457,000	655,000

**CINCINNATI**—Reported by C. R. Hebble, executive secretary the Chamber of Commerce:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	195,038	300,707	190,492	316,219
Corn, bus....	500,985	1,165,973	1,049,948	586,711
Oats, bus....	299,615	328,208	264,132	244,875
Barley, bus..	73,252	34,590	13,693	68
Rye, bus....	33,175	95,655	50,581	15,330
Timothy seed, lbs. ....	190	952	893	2,468
Clover seed, lbs. ....	3,984	5,160	2,624	4,470
Other grass seed, lbs..	15,487	24,295	9,927	21,699
Flax s'd, bus.	34	.....	15	34
Broom corn, lbs. ....	83,828	56,000	4,836	119,211
Hay, tons....	32,279	15,570	32,262	11,769
Flour, bbls..	98,743	125,802	99,439	91,211

**CLEVELAND**—Reported by M. A. Havens, secretary the Chamber of Commerce:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	44,987	40,666	51,312	11,353
Corn, bus....	196,201	183,638	29,751	37,608
Oats, bus....	262,379	203,124	128,535	71,204
Barley, bus..	1,375	271	.....	.....
Rye, bus....	12,748	9,461	.....	7,893
Hay, tons....	3,054	3,721	115	69
Flour, bbls..	50,036	53,587	7,027	10,078

**DETROIT**—Reported by M. S. Donovan, secretary the Board of Trade:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	91,000	210,000	.....	106,000
Corn, bus....	313,000	630,000	38,000	198,000
Oats, bus....	200,000	312,000	22,000	13,000
Rye, bus....	38,000	14,000	.....	7,000
Flour, bbls..	28,000	28,000	33,000	38,000



**DULUTH**—Reported by Chas. F. MacDonald, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	512,420	1,566,732	56,652
Corn, bus....	10,972	4,088	437,435
Oats, bus....	60,923	421,555	17,811
Barley, bus..	224,608	271,108	26,686
Rye, bus....	49,683	240,529	49,140
Flax s'd, bus.	87,105	302,496	127,806
Flour, bbls..	.....	94,320	34,375
Flour, bbls. produced ..	92,855	46,090	.....

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	55,000	123,000	11,000
Corn, bus....	1,835,000	4,146,000	355,000
Oats, bus....	848,000	718,000	529,000
Rye, bus....	13,000	4,000	23,000
Hay, cars....	112	197	.....
Flour, bbls..	18,700	37,200	.....

**KANSAS CITY**—Reported by E. D. Bigelow, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	974,700	4,684,500	209,250
Corn, bus....	3,167,500	1,232,500	1,790,000
Oats, bus....	1,261,400	591,600	1,021,500
Barley, bus..	45,000	76,500	50,700
Rye, bus....	26,400	70,400	106,700
Flax s'd, bus.	1,000	.....	1,000
Hay, tons....	35,712	41,412	20,328
Flour, bbls..	54,925	55,575	235,300

**MILWAUKEE**—Reported by H. A. Plum, secretary the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	140,400	728,875	30,600
Corn, bus....	688,760	1,811,900	330,540
Oats, bus....	1,472,000	2,383,700	1,186,503
Barley, bus..	724,780	1,881,940	338,269
Rye, bus....	166,515	215,940	85,154
Timothy seed, lbs.	360,858	513,190	42,840
Clover seed, lbs.	565,879	222,137	566,840
Feed, tons...	2,370	1,472	14,407
Flax s'd, lbs.	70,310	39,000	.....
Malt, bus....	87,400	100,300	382,843
Hay, tons....	1,621	1,318	72
Flour, bbls..	49,060	57,900	83,410

**MINNEAPOLIS**—Reported by E. P. Kehoe, statistician the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	5,821,630	7,457,370	1,400,400
Corn, bus....	2,592,850	1,723,130	1,449,990
Oats, bus....	3,939,590	1,522,560	3,814,570
Barley, bus..	3,579,320	1,705,790	2,256,800
Rye, bus....	976,730	287,190	769,970
Flax s'd, bus.	533,250	544,260	46,820
Hay, tons....	4,791	2,566	845
Flour, bbls..	37,504	54,031	1,494,470

**NEW YORK CITY**—Reported by H. Heinzer, statistician the Produce Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	1,883,000	3,384,166	.....
Corn, bus....	144,900	26,779	.....
Oats, bus....	2,166,000	1,962,314	.....
Barley, bus..	318,225	888,235	.....
Rye, bus....	248,500	1,203,213	.....
Timothy seed, lbs.	.....	.....	.....
Clover seed, lbs.	1,346 bags	2,203	.....
Other grass lbs.	.....	.....	.....
Flax s'd, bus.	7,800	2,310	.....
Hay, tons....	13,067	5,270 bales	.....
Flour, bbls..	521,860	526,031	.....

**OMAHA**—Reported by F. P. Manchester, secretary the Grain Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	820,800	2,437,200	733,200
Corn, bus....	5,514,000	2,698,800	3,585,400
Oats, bus....	2,070,000	734,400	2,570,000
Barley, bus..	156,600	123,200	135,000
Rye, bus....	104,500	78,100	136,400

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary the Commercial Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	612,817	.....	.....
Corn, bus....	198,174	.....	.....
Oats, bus....	1,022,092	.....	.....
Hay, tons....	4,104	.....	.....
Flour, bbls..	224,228	.....	.....

**PORTLAND, MAINE**—Reported by Geo. F. Feeney, traffic manager the Chamber of Commerce (all export grain):

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	2,216,919	1,127,650	4,066,448
Corn, bus....	.....	193,226	1,174,674
Oats, bus....	.....	46,831	107,390
Barley, bus..	54,631	87,879	159,795
Rye, bus....	37,292	51,419	107,448

**ST. LOUIS**—Reported by Eugene Smith, secretary the Merchants Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	760,887	3,775,476	612,480
Corn, bus....	1,754,450	3,187,200	789,550
Oats, bus....	2,114,000	2,029,800	1,844,110
Barley, bus..	89,600	123,800	21,820
Rye, bus....	37,400	67,100	40,370
Hay, tons....	14,190	24,954	14,590
Flour, bbls..	175,270	345,550	392,430

**SAN FRANCISCO**—Reported by W. B. Downes, statistician the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, cts..	99,990	.....	.....
Corn, cts....	23,323	.....	.....
Oats, cts....	38,255	.....	.....
Barley, cts..	390,603	.....	.....
Rye, cts....	6,327	.....	.....
Hay, tons....	8,057	.....	.....
Flour, bbls..	91,454	.....	.....

**TOLEDO**—Reported by Archibald Gassoway, secretary the Produce Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	139,600	423,600	25,900
Corn, bus....	198,000	598,200	23,100
Oats, bus....	573,600	303,200	309,500
Barley, bus..	10,800	8,500	.....
Rye, bus....	600	1,000	14,500
Timothy seed, bags	5,092	509	1,603
Clover seed, bags	4,510	4,276	11,504
Alsike seed, bags	1,047	286	1,566

## NEW HOUSE IN WESTERN INDIANA

A soldier could walk from Covington, Ind., to Danville, Ill., in half a day. If he started from the headquarters of the Covington Grain Company he would probably stop for breakfast at Foster, some 5 miles away, and while waiting orders to fall in could inspect the new elevator which the Covington Grain Company has erected at that point.

It is a modern house in every detail, erected by the Reliance Construction Company of Indianapolis. The storage consists of four circular tanks and one



FOSTER, IND., PLANT OF THE COVINGTON GRAIN COMPANY

interstice tank, each of them having a capacity of 5,000 bushels. The working house takes care of 10,000 bushels and there is a crib for ear corn that holds 4,000 bushels.

The working house is equipped with Western Shellers and Cleaners and Fairbanks Automatic and Wagon Scales. Power is derived from a Fairbanks engine which drives elevators, conveyors and machines.

The elevator is on the Peoria Division of the Big Four Railway, and is in direct connection with the headquarters elevator at Covington, which was built last year by the Reliance firm and has a capacity of 80,000 bushels.



IF THAT "BIG CAR SUPPLY" EVER GETS AT CORN, OATS AND RYE, MAY BE THEY'LL "COME DOWN."  
From letter of J. F. Zahm & Co., Toledo, Ohio.

## ARBITRATION DECISIONS

Arbitration Committee No. 2 of the Grain Dealers National Association has recently handed down six decisions. In the first case the plaintiffs, Hyman & Levy of Lima, Ohio, sought to recover \$188.60 from the defendants, E. T. Custenborder & Co. of Sidney, Ohio, assessed by the Arbitration Committee of the Ohio Grain Dealers Association. Defendants bought of plaintiffs a car of "re-cleaned, good white oats, sound and sweet," and plaintiffs forwarded on this contract a car which they had purchased as "country run." Some oats on the top were good, but the rest of the car graded sample white oats, stained and musty. The car by agreement was forwarded to Philadelphia and sold for \$146.95 as against to Philadelphia and sold for \$188.60 as against of \$188.60 which plaintiffs wished to collect. From the evidence submitted the committee held for the defendants and ordered plaintiffs to pay costs of arbitration.

\* \* \*

In the second case the Henderson Elevator Company of Henderson, Ky., sought to recover \$653.52 for the loss sustained on a car of corn shipped by them to the Moon-Taylor Company of Lynchburg, Va. Three cars were sold by the plaintiff, two were shipped within contract time but the third was not forwarded until eight days past contract time. In the meantime the market fell off and the loss in controversy resulted. When the delayed invoice reached the buyer, instead of exercising his option to reject, as he may do under Trade Rule No. 7, acknowledged receipt of invoice by letter, saying nothing about rejection of the car. On this ground the committee found for the plaintiffs and ordered claim and costs to be paid by the defendants.

\* \* \*

Wallingford Bros. of Wichita, Kan., bring claim for \$381.62 against the W. P. Devereaux Company of Minneapolis, under two accounts, one for \$255.97 on account of cancelled contract, and the other for \$125.65 on account of too large discounts. On the first count the plaintiff sold defendant several contracts of No. 2 wheat. As this was hard to obtain, 10 days after expiration of contract time a considerable amount was undelivered. Defendant cancelled contract and plaintiff accepted cancellation except for those cars on the road which had been shipped prior to contract date. In their statement to plaintiffs, the defendant charged 2 cents per bushel on cancellation, making a total of the amount claimed and which they withheld from their settlement. The discount claim was based on the fact that defendant deducted 10 cents discount on wheat weighing 56 pounds instead of 3 cents and deducted 5 cents from another car which should have been 2 cents under the "cent scale for 3's" clause of the contract. Defendants claimed that the arbitration should be under Minneapolis Chamber of Commerce rules, but the Association Committee overruled this and ordered the defendant to pay the claims in full with interest and the cost of arbitration.

\* \* \*

John B. Yeager & Co. of Wilkes-Barre, Pa., bought of the Xenia Grain Company of Xenia, Ohio, five cars of corn on cool and sweet terms. Discounts on this corn for heating condition, moving charges, and excess freight made charges totaling \$655.31 which the plaintiff tried to recover. A counter claim of \$292.16 was made by defendants on one car, but plaintiffs introduced a letter from original shipper of the car showing that they had settled with defendants in full for this account and that defendants sustained no loss. The arbitration found for the plaintiffs and ordered the Xenia Grain Company to pay the \$655.31 and costs.

\* \* \*

The Hayes Grain & Commission Company of Little Rock, Ark., filed a claim of \$234.15 occasioned by a sale of a car of oats for "whom it may concern." The oats were sold as No. 3 white oats, St. Louis inspection and Little Rock weights, to the Marshall Hall Grain Company of St. Louis. The oats graded "No. 3 mixed oats, light layer of No. 3 white oats on top, all balance mixed oats." The



defendants refused the car and it was sold. The inspection certificate moved the committee to hold for defendants and ordered the Hayes Grain & Commission Company to pay costs of arbitration.

\* \* \*

The Shreveport Mill & Elevator Company of Shreveport, La., bought a car of meal of Westbrook Grain & Milling Company. The confirmation of the sale was sent to them, specifying demand draft. They did not sign the confirmation, writing across its face "We only buy on arrival draft terms." The Westbrook company wired that if they wanted the car on their terms they must wire to reach them by 10 o'clock the next day. The Shreveport concern wired acceptance at 9:40 the next morning, but it did not reach the defendants until 11:16. In the meantime the car was sold. After several exchanges another car was forwarded at a higher price with the agreement to arbitrate difference of \$100. As the course of the defendants had been perfectly regular, the Arbitration Committee found in their favor and ordered the Shreveport Mill & Elevator Company to pay the costs.

### THE SEED CORN CRISIS

Grain dealers are pretty generally alive to the serious situation which confronts the farmers of the country, and, incidentally, the grain trade, in respect to the desperate shortage of good seed corn. There is probably plenty of old corn suitable for seed back in farmers hands, but it is going to take a lot of hard fast work to get it properly distributed.

Many grain dealers have been busy on this work. Mr. Barr of the O. L. Barr Grain Company of Bicknell, Ind., recently sent the following letter to every farmer in his territory:

As you all know the early frost last fall killed practically all the corn in this as well as most other sections of the country, and what was not killed by the frost was nearly all damaged to such an extent that exhaustive tests have proven a very small percentage fit for seed.

Now if we ever did need a big crop of good corn it will be next year, most of us have suffered a big financial loss due to the killing frost, but that is not the chief consideration. The short crop has cut down our surplus of good corn a great deal, and the needs of our country and our Allies will be much larger than any past time.

To say that we all want a good crop would be putting it very mildly, and as you all know the first and best way to secure a good crop is to plant good, tested seed. So I have taken it upon myself to conduct a seed corn campaign. I would like for each and every farmer that has either old or new corn, that will grow without doubt, to give me his name, the amount and kind of seed that he will be able to spare to his less fortunate neighbors. Also I would like to have the name of every farmer that will need seed, the amount he will need and the kind he would rather have. By this co-operation we can all help each other, and by helping each other we will be doing a great big "bit" to help win this terrible war.

So please get your names in as soon as possible as this will be a big task, and must be handled rapidly to get the corn to the farmers before time for planting.

This letter is framed to make an appeal to farmers that will produce results.

Results have already been obtained in some cases, as is shown by the following letter recently received by E. B. Hitchcock, secretary of the Illinois Grain Dealers Association from J. W. Gerlach, of Wagoner, Ill. The unselfish and patriotic work of Mr. Gerlach has been recognized by the Food Administration.

In reply to your card of January 11, about seed corn, would say that I have been looking out for seed corn for the last 30 days, and last week I found a crib of 900 bushels good old corn. I bought the crib at \$2 per bushel, and called in all my farmers, and divided the corn up among them. This corn was over in Macoupin County, and I got together 36 teams and wagons and brought it all over in one trip, and divided it up among 55 farmers for just what it cost me. So you can see that we are pretty well fixed for seed corn. But there is going to be a shortage of seed corn everywhere and a lot of the farmers do not realize it yet.

I will do all I can to help out on the seed corn. We have some new corn that would make seed, but it will be hard to pick out to get a good stand.

THE Kam Malting Company of Buffalo, N. Y., has installed a 2,000-bushel-per-hour corn sheller. The firm will dry, shell and clean ear corn and has a steel storage capacity of 600,000 bushels.

The Ford, Bacon & Davis Corporation has been organized at New York City. The firm succeeds Ford, Bacon & Davis, engineers, and will conduct as in the past, a general contracting business. They maintain branch offices in New Orleans and San Francisco.

L. A. Stinson announces the removal of his office from the Monadnock Building to larger quarters at 1525 Edison Building, Chicago. He has associated with him H. E. Godfrey, a civil engineer and will be prepared as in the past to serve the grain trade in a consulting capacity and has every facility to execute contracts covering general construction work.

The Barnard & Leas Manufacturing Company of Moline, Ill., who advertises "everything for grain handling" publish up-to-date circulars on all its lines which it will send to any interested dealer for the asking. These circulars are for the busy man, brief and comprehensive, and are an education in themselves on the successful operation of a grain elevator.

Nordyke & Marmon Company of Indianapolis, Ind., large manufacturers of grain elevator and flour mill machinery, are making plans for the enlargement of their plant. It is estimated that approximately \$400,000 will be expended in new buildings and \$1,500,000 in new machinery. The flour milling department of the company's business was not affected by the Government five-day closing order for the saving of fuel.

The Strong-Scott Manufacturing Company of Minneapolis, Minn., has received recent orders for Morris Grain Driers as follows: From the Bay State Milling Company of Winona, Minn., a 500-bushel Morris Drier and Cooler; from the Electric Steel Elevator Company of Minneapolis, Minn., a 500-bushel drier; from the Marshall Milling Company of Marshall, Minn., a 300-bushel Morris Drier; from the New Ulm Roller Mills of New Ulm, Minn., a Morris Grain Drier of the smaller type, being 75 bushels capacity.

The Automatic Weighing Machine Company of Newark, N. J., in building its scale, adopted the idea that the best results are obtained and highest efficiency secured by the simplest means. The company's scale was constructed along these lines and has an established reputation everywhere for accurate weighing. The grain trade is finding the scale of great service in complying with U. S. Food Administration Grain Corporation regulations which demand an accurate report on all grain going in and out of elevators.

Supplementing the information contained in the January issue, the "American Elevator and Grain Trade" is advised that E. P. Stimmel resigned as manager of the Beall Improvements Company, Decatur, Ill., in order to actively push the sales of the self-contained mill formerly made by the Beall company. Mr. Stimmel and his associates, R. T. F. Dodds, F. J. Temple, Homer Andrews and E. D. Bargery, have formed a new company known as the XXth Century Mill Manufacturing Company, with offices and factory at Decatur, Ill.

The home-coming of general salesmen and annual meeting with the officers of the Anglo-American Mill Company of Owensboro, Ky., took place at the general offices of the company, Owensboro, January 10, 11, 12. Every one was enthusiastic over the business of the past year and plans were outlined and discussed for the future. It was the general opinion that the new 60-barrel mill would prove a very popular addition to the present line, including the likewise new 75-barrel and 100-barrel mill. The annual banquet was held at the Masonic Assembly Hall on the evening of January, 11. President L. Freeman Little presided and Albert Sidney Johnson, who recently became general sales

manager for the company, made his initial speech to the men. The following changes were announced: Guy Gilbert from the Lynchburg, Va., office to Dallas, Texas; H. S. Collins from Dallas, Texas, to the home office to become assistant sales manager; Eugene Gilbert, formerly assistant sales manager, to the Denver office; J. R. Kerr to Chattanooga, Tenn., as assistant manager. Two new men were placed in charge of the service department: D. S. McElroy succeeds L. S. Greenwood and has under him William Barker, formerly head miller in the Washburn-Crosby Company's mills at Louisville.

W. H. Emerson & Sons of Detroit, Mich., finished one of the largest years in their history with the closing of 1917, in sales of Emerson Wheat Testers or Kickers. The value of these machines can be hardly estimated in these days as a perfect separation is made of oats from wheat, not a kernel of oats being left in the wheat and not a kernel of wheat lost with the oats. That is true food conservation. The machine is also recommended to the grain trade by the Government officials as the most satisfactory machine for determining the actual amount of dockage in each sample of wheat.

Whether lightly or not, the thoughts of the grain elevator owner turn in the spring towards needed repairs in his plant. To meet this want the Union Iron Works of Decatur, Ill., have an illustrated catalog of complete grain elevator equipment which is designed for handy reference. The elevator owner can conserve his plant by keeping it at top notch of efficiency and as saving is one of the prime essentials in modern business methods as well as modes of living, the manufacturer of machinery more than ever performs a service in listing his goods for the benefit of the general elevator owning public.

The death is announced of F. R. Morris at Thermopolis, Wyo. Mr. Morris was a former member of Milwaukee Chamber of Commerce and carried on a grain business there for a number of years. He was best known however as the inventor of the Morris Grain Drier which has been installed in numbers of the large grain elevators of this country and which is now manufactured by Strong-Scott Manufacturing Company of Minneapolis Minn. Mr. Morris disposed of his membership in the Milwaukee Chamber of Commerce last October when he removed to Wyoming to devote his time to the large ranch he had there.

### WHERE CORN CAN BE DRIED

The drying capacity of the various markets in the corn receiving territory was recently collected by G. A. Wells of the Western Grain Dealers Association and incorporated in a recent bulletin, as follows:

Minneapolis—35,000 bushels daily drying capacity. Peoria—100 to 150 cars a day, including local driers and industries at Peoria and surrounding territory.

Kansas City—Drying capacity 105,000 bushels each 10 hours basis moisture content as it is running this year.

Chicago—600,000 bushels a day based on removing 6 to 7 per cent moisture. Industries require possibly 100 to 200 cars a day.

St. Louis—7,200 bushels an hour. Local consumption by industries and otherwise at St. Louis nearly 50 per cent of normal receipts.

Milwaukee—600,000 bushels per 24 hours. Drying equipment at elevators about 165,000. Malting plants able to take care of 435,000 bushels more as drying requirements of maltsters for their own product are lessened by conditions in that line of industry.



## NEWS LETTERS

### KANSAS CITY

B. S. BROWN - CORRESPONDENT

THERE were some elements in the movement of grain at Kansas City in January that seemed like old times. Receipts of corn ran over 3,000,000 bushels or about 2,000,000 bushels more than in January, 1917, and around the average. Oats receipts ran high being more than double the usual arrival and exceeding 1,000,000 bushels. Wheat fell down hard. The receipts being under 1,000,000 against the average of more than 2,000,000 bushels. A feature of the corn movement was that much wet corn came from Iowa and dry corn from Kansas and Missouri was shipped to Iowa. Shipments of wheat were almost nil, being only 163 cars. Corn shipments ran far ahead of the average. Oats were also strong in this respect.

An unusual situation in the Kansas City Zone is that wheat came to the mills from Oregon and Washington. This wheat was to go to Oklahoma and Texas mills. It arrived in two bushel sacks.

The Board of Trade men hope to see a livelier movement of corn this month if only the cars are available and the indications are that the Government is going to make the cars available for this purpose.

\* \* \*

W. M. Giles is in charge of the Kansas City branch office of the Thompson & McKinnon Company of Chicago recently opened at 410 Board of Trade Building.

\* \* \*

The Kansas City office of Harris, Winthrop & Co. has been moved to larger rooms at 404 Board of Trade Building.

\* \* \*

The following officers for 1918 were elected by the Grain Clearing Company of the Board of Trade: C. W. Lonsdale, president; J. J. Wolcott, first vice-president; A. G. Moore, second vice-president; B. C. Moore, treasurer; R. J. Thresher, secretary.

\* \* \*

The Kansas Farmers' Union, at its convention at Wichita, Kan., elected the following officers: Maurice McAuliffe, Salina, Kan. (re-elected president); E. E. Woodman, Centralia, vice-president; E. B. Roadhouse, Osborne, secretary; and W. D. Beller, Russell, treasurer.

\* \* \*

Lieutenant R. R. De Armond of Kansas City, Mo., who was formerly with the Russell Grain Company and a member of the Board of Trade, has safely landed in France.

\* \* \*

The Derby Grain Company, Topeka, Kan., has bought the property of the Central Mill & Elevator Company in that city. The price is said to have been \$30,000.

\* \* \*

The Topeka Board of Trade at a recent election elevated F. A. Derby to the presidency, J. B. Nicholson, vice-president, and David Bowies, treasurer. The following new directors were elected: A. Fossler, A. Boyce Forbes, D. O. Coe, J. F. Jones. These will serve with J. B. Nicholson and J. F. Baldwin whose terms hold over another year.

\* \* \*

Apparently the feeding of cattle and hogs is being reduced so that in some measure the volume will help to take up the shortage in grain. Kansas City shipments of feeders were far below the numbers of last year at the same time, however, it is under-

stood that possibly some of the restriction of the shipment of hogs as feeders will be removed which will be one element in stimulating feeding of hogs.

\* \* \*

E. B. Bigelow has been re-elected as secretary of the Kansas City Board of Trade. This is his 22nd term. H. F. Hall has been elected treasurer to replace D. F. Piazzek, who is now head of the Kansas City Zone of the Food Administration.

\* \* \*

The Kansas City Chamber of Commerce had recently been reorganized and a membership campaign has resulted in raising the list of members to more than 4,000. A considerable amount of money is on hand therefore and experts have been hired in many special departments to do some big constructive work for Kansas City and the territory. One of the new enterprises to be undertaken is that of agricultural department. The first big thing that is planned by the Chamber of Commerce is a Farm Congress to be held in the city probably in October.

### TOLEDO

C. E. BRYANT - CORRESPONDENT

THAT the Government order, recently promulgated, to the effect that the Eastern railroads must send all available empty cars to the West for Eastbound shipments, is working to a decided disadvantage to the mid-western markets, is the opinion expressed by some of the largest local elevator operators. Corn driers here are practically idle, whereas they should now be working 24 hours per day. The fact is pointed out that in the immediate vicinity of Toledo, within a two-days local freight haul, the country is full of soft corn, and if empties are going to be taken from this territory and sent West it will cause at least 10 days delay in getting the corn to terminal markets. Receipts of corn at Toledo the past week amounted to only 55,800 bushels, but with the improved weather conditions, a much larger movement is expected during the coming week. Practically all of the corn received to date has graded sample, the moisture content ranging from 23.5 to 30 per cent.

The oats market during the past week continued strong. Arrivals are way below expectations, due to lack of transportation, and there is a brisk demand for the spot article. Cash oats made a new high point Thursday, closing at 90¾ cents. Receipts for the week totaled 140,800 bushels.

Cash No. 2 rye, reached the highest point of its career, Saturday, when it closed at \$2.18 bid. An unusually broad demand is seen from the milling interests, who are now using a considerable amount of this cereal as a substitute for wheat.

\* \* \*

M. H. van den Berg, of the Cumberland Seed Company, Cumberland, Md., and a member of the Toledo Produce Exchange, spent several days in Toledo recently visiting with the seed trade.

\* \* \*

Maxim Benore, retired farmer of West Toledo, and a daily visitor on 'Change for the past 20 years, declared the wheat in this vicinity has gone through the winter in fine shape. He says the wheat on his farm is now about three-fourths uncovered and looks just as green as last fall.

\* \* \*

The following have made application for membership in Toledo Produce Exchange: P. M. Barnes, secretary of the Young Grain Company; J. A. Streicher, of J. F. Zahm & Co.; John W. Luscombe,

of Southworth & Co., and Chas. E. Patterson, of John Wickenhiser & Co.

\* \* \*

J. Ralph Pickell, secretary of the Council of Grain Exchanges, was given a cordial greeting by members of the Exchange upon his appearance on the floor Monday morning. Mr. Pickell was on his way home from the East and the trade was much pleased by his visit here.

### BUFFALO

ELMER M. HILL - CORRESPONDENT

MEMBERS of the Corn Exchange and owners and managers of large terminal elevators along the water front are experiencing the quietest winter in the history of the grain trade. Although all the offices in the Chamber of Commerce are open, there has been practically no activity since navigation over the Great Lakes route was brought to a close early in December and there is every indication that there will be little business until grain boats begin to arrive in the spring. Not in many years has there been a time when such little grain had been held in storage in elevators along the water front and never has there been a time when there was no ships carrying winter storage cargoes.

Grain elevators have been lying idle all winter. Some grain has been received by rail from Western markets but the total amount has been very small, partly because of the congested condition on the railroads, but mainly due to the fact that there is very little grain in elevators at Western points. Several grain men who have returned from a tour of the West report that in many sections millions of bushels of corn are lying under the snows in Western fields and that farmers have large stocks of grain in their possession.

\* \* \*

If the Government will give assurances that it does not propose to build and operate barges on the New York State Barge Canal, G. A. Tomlinson of Duluth, vice-president of the Western Transit Corporation, will build a fleet of 100 canal-size ships, one-half of which will be available for service when the enlarged state waterway is placed in operation on May 15. The barges, Mr. Tomlinson explained to members of the Buffalo Chamber of Commerce, will be used for moving wheat from Minnesota and other Northwestern States. Last year 177,000,000 bushels of grain were received at Buffalo for reshipment to the Atlantic Seaboard. According to Mr. Tomlinson, who has made an extensive survey of transportation facilities, the barges he proposes to build can transport 2,000,000 tons in a season. The cost per ton mile is about two mills, compared with the six-mill railroad rates from Buffalo to the Eastern Seaboard. Three barges and a towing steamer under the proposed plan, would carry about 2,600 tons of grain a trip. The canal has a capacity for approximately 10,000,000 tons of freight annually in excess of the present use.

\* \* \*

Albert C. Davis has incorporated his business as A. C. Davis, Inc., to carry on a general grain business. The authorized capitalization is \$25,000 and the other directors are Clifford Nichols and A. A. Congdon.

\* \* \*

About 30 vessels owned in Buffalo, most, of which have been engaged in the grain trade between Chicago, Duluth, Superior and Buffalo will be sent to the Atlantic Coast next spring to engage in the trans-Atlantic service.

\* \* \*

Several days ago a grain dealer in a rural section of western New York walked into the office of a grain merchant in the Chamber of Commerce Building. He had been a good customer of the grain merchant for many years and for several weeks the



rural customer had been trying to get a car of corn. The rural customer had been assured that as soon as some corn arrived in Buffalo, he would get some, even if it was less than a carload. When he arrived at the office of the Buffalo grain merchant, the rural customer was quite provoked, apparently thinking he was being discriminated against.

"Where's my corn," he demanded.

"Lying under a foot of snow in some Western cornfield," replied the Buffalo merchant.

Somewhat taken back by this reply, the rural customer hesitated and the Buffalo man continued:

"No use of you coming to Buffalo to hurry along your shipment, it has been so long since I have seen a car of corn that I have forgotten what corn looks like. I'll give you \$10 for every bushel of corn you can find in Buffalo."

The rural customer made a tour of the grain offices and then returned and asked the reason for such a condition but he got no answer.

"Better go home and take a vacation like the rest of us," urged Fred Pond of the Corn Exchange who was an interested listener.

\* \* \*

Interviews with prominent members of the Corn Exchange and other grain merchants in the local market indicate there will be a big rush of grain to Buffalo as soon as navigation opens in the spring, providing the Government does not commandeer too large a percentage of the grain carrying fleet before that time. Charles Kennedy of Charles Kennedy & Co., said that as soon as the weather gets warmer, farmers will begin to move their grain to elevators at the head of the lakes and there will be a big stock awaiting shipment when the first boats begin to move Eastward.

"Things will be pretty lively along about April," said T. J. Stofer. "Grain which should have moved last fall will pour into the terminal elevators this spring and this will sort of put a little pep into the grain business again."

Pratt & Co., operators of the Superior Elevator said they are preparing to handle the rush of grain to Buffalo predicted for the early spring months. They say the situation will force every house to operate at its fullest capacity.

\* \* \*

C. Lee Abel, who was considering the construction of a new 1,000,000-bushel grain elevator on the Buffalo River, has decided to wait for a more ideal time to start the new structure. All construction costs are higher than ever before and there is a general feeling of uncertainty in the grain trade due to changing conditions brought about by the war. The new elevator will be built, however, as soon as conditions become normal. Plans have been made for the elevator and property has been acquired.

## OMAHA SPECIAL CORRESPONDENCE

**D**ESPITE the fact that every effort is being made to remedy the car shortage here the supply of cars continues to be inadequate to meet the demands of the shippers. Unless heroic measures are taken soon there is a possibility that a vast proportion of the soft corn accumulation will be lost. Shippers and elevator men dread the approach of warmer weather, for the zero weather throughout January enabled the corn growers to get their stocks of soft corn started to market and most of the brokers on the local exchange have done a rushing business solely in this product for the past month.

However the market has shown a decided briskness in other grains also, so much so as to surprise many of the commission men.

In general the market showing for 1917 is a very satisfactory one. Receipts of wheat for 1917 were 13,714,600 bushels; corn, 29,882,600 bushels; oats,

20,280,500 bushels; rye, 871,200; bushels; barley, 1,713,200 bushels; total, 66,462,100.

Last year totals reached 75,169,500 bushels so that considering present operating conditions the showing is a very fair one.

\* \* \*

At least 80 per cent of the railroad equipment that will be used for moving the corn must be furnished for corn testing 19 per cent moisture. The roads are not supposed to move grades that test even 18½ per cent.

The oats crop of Nebraska, western Iowa and South Dakota has been of immense proportions. The Nebraska crop of oats is estimated at 115,500,000 bushels, against 80,000,000 bushels last year. This indicates that the oat production beats the corn production.

Indications are also good for the biggest crop of winter wheat this part of the country has ever known. The entire state of Nebraska is covered with snow to a depth of 1½ to 4 inches. In 1916 3,240,000 acres were planted to winter wheat, 3,500,000 acres was the total for last year. Should favorable conditions continue the wheat crop is estimated at 100,000,000 bushels. Ten years ago they thought 30,000,000 bushels the maximum figure that would ever be raised.

## MILWAUKEE C. O. SKINROOD - CORRESPONDENT

**M**ILWAUKEE grain men report that they expect to do a much larger grain business in the near future, since statements from the country indicate that thousands of cars of corn are now on their way to market. Much of this corn, it is expected, will come to Milwaukee because of its convenience as a primary grain market and also because some important grain drying plants are located here. Milwaukee has a larger drying capacity than any of the other Middle Western primary points. Secretary Plumb of the Chamber of Commerce said he would not be surprised to see an immense supply of corn here soon, provided that the weather remains seasonable and warm as it is at the present time. He also stated that Milwaukee is unusually well equipped with grain driers which will mean that all shippers of corn will want to take advantage of these facilities for putting damp corn in good condition.

\* \* \*

Milwaukee shippers and grain men have been vitally interested in the new demurrage order which was issued at the request of the National Industrial Traffic League. Milwaukee men had more to do with this order than the shippers of other cities because of the determined and aggressive stand taken here for a change in conditions.

The new order which went into effect here February 10 finds the demurrage rate is \$3 a day for the first four days after the expiration of the free time, \$6 a day for the next three days and \$10 a day thereafter. This amounts to an increase of 50 per cent and the shippers have agreed to work under it with the understanding that the matter will again be considered after 60 or 90 days if the order is found unsatisfactory. Milwaukee shippers, however, were especially pleased with the change in the demurrage order by which the "average agreement" is restored and which is a strong incentive to the prompt release of cars.

H. F. Lindsay, Milwaukee traffic expert, and member of the National Industrial Traffic League declared that the fault in car congestion is not due to the laxity of shippers, but it is more largely due to the lack of locomotive power and to the lack of facilities. Mr. Lindsay declared that the old system of demurrage was more fair to the shipper and offered a better method to do away with traffic congestion. He further stated:

Under the old method, demurrage was arranged under a system of averages. That is, if a man had four cars in the yards on Monday and four more arrived

on Tuesday he is not penalized for not unloading the Tuesday arrivals first if it is found more expedient. The old method allowed 48 hours' delay in unloading before a demurrage charge was made. If a man unloaded his cars within 24 hours, he was given a credit for 24 hours which he might apply to some later shipment.

Now let us say that the Monday shipment is scattered all through the yards and did not all arrive in the same train, while the Tuesday shipment did. Possibly the Tuesday shipment can all be switched immediately to the unloading track. Under the old system that is what would be done, the credit for unloading those cars precluding a demurrage charge on the Monday arrivals until after demurrage time had elapsed on the second shipment to arrive. Under the new plan the Monday cars would have to be hunted up and unloaded first and that would make it needful for the switch engine hopping about the yards and picking up cars everywhere, so that the shipper can avoid the demurrage penalty.

Mr. Lindsay has been one of the most active traffic men in Milwaukee. As a member of the Traffic League he says that Milwaukee has eliminated at least 50 per cent of the traffic congestion over what it would have been but for the League's activities. Milwaukee traffic conditions were excellent, said Mr. Lindsay, up to the time when several heavy snowstorms demoralized car handling to a large extent.

\* \* \*

Grain in store in Milwaukee at the opening of February was 800,000 bushels of wheat in round numbers, 71,000 bushels of corn, 678,000 bushels of oats, 190,000 bushels of barley and 89,000 bushels of rye.

\* \* \*

Milwaukee bank clearings for January were 8 per cent over last year, but some recent weekly averages have shown a decline of a small percentage, indicating the trend of business conditions at the present time.

\* \* \*

The February rate of interest has been determined by the Finance Committee of the Chamber of Commerce at 7 per cent.

\* \* \*

A special committee of the Milwaukee Chamber of Commerce composed of George J. Zimmermann, J. A. Mander, E. H. Dadnum, Lyman G. Bournique and Secretary Plumb are considering the referendum proposed by the Chamber of Commerce of the United States to discriminate against Germany in trade after the war, if found necessary for self defense. The report of the committee was submitted to the Board of Directors of the Chamber.

\* \* \*

Chamber of Commerce men of Milwaukee took an intense interest in the presentation of flags to the Three Hundred Fortieth Wisconsin regiment of infantry at Camp Custer, Battle Creek, Mich. The funds for these flags were collected from the members of the local Chamber. Presentation exercises for the Chamber of Commerce were conducted by the head of the Traffic Bureau, George A. Schroeder and by L. J. Keef. Custer had barely been dug out of the snow when the grain men arrived after an arduous trip requiring 57 hours and the exercises of presentation were therefore more limited than had been originally planned. Colonel Parker, in command of the regiment, participated in the exercises, representing the enlisted men who will carry the banner to the front. A large number of grain men had planned to make the trip to Camp Custer and see the flag presented, but because of the exigencies of transportation and to save on traffic facilities, this idea was not carried out.

\* \* \*

The movement for the closer loading of cars in Milwaukee has had a decisive effect. Adding in the effect in 13 additional towns of the state, shows a saving of 2,487 cars alone for the month of November. The Schlitz Brewing Company showed a gain in loading of more than 6,000 pounds additional for each car. Any Milwaukee firm which does not co-operate now with the committee on accumulation, delay and embargo, will be likely to lose all car service. Any delay to equipment in any part of the state which is more than 48 hours will be taken up with the shippers personally and the cause of the delay will be ascertained. A warn-



ing to shippers is usually enough to see that cars are moved promptly and that they are filled as far as possible.

\* \* \*

The Milwaukee Regional Committee of the National Industrial League has asked the commission on car service at Washington to appoint some embargo agency here in the city from which all shippers could get reliable information as to when and where shipments can be made. Grain men agree that there is urgent need for some central source of information on this point.

\* \* \*

The Chamber of Commerce has been closing on heatless Mondays at 12 m. in order to comply with the spirit of the fuel saving order for the country. No trade was engaged in by the Chamber on Lincoln's birthday.

\* \* \*

The feature of the grain trade for the first week in February has been the continued advance in barley of 10 to 13 cents per bushel. Barley is now selling at the highest figure in 60 years and at values which were surpassed only right after the Civil War. Corn has declined 10 to 12 cents for the week. The extent of the grain movement is noted by the following figures for the first week in February: Receipts 98 cars of barley, 274 cars of corn, 154 cars of oats, 30 cars of wheat and 41 cars of rye. This was a total for the week of 598 cars, compared with 398 cars in the week before, 579 cars a year ago and 897 cars for the corresponding week in 1916. This illustrates the recent increase in grain receipts but it also shows that arrivals are not nearly as large as they were in previous years for the corresponding period.

## ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

**D**ESPITE the many restrictions placed on the grain markets there has been a fairly good speculative trade on the Merchants Exchange. True, the nearness of the corn to the maximum price has operated against dealings in futures, but the trade as a whole has been favorable to the buying side of oats, and as the market recently established high record levels, and continues to hang near the top most of the pit professionals have been more or less successful in their dealings.

There is a growing sentiment in the trade that very much higher prices are to prevail for oats before the end of the May option. This opinion is not based on the supply of oats in the country, but on the difficulty in getting the grain to market. It has been demonstrated that it is next to impossible to get an accumulation of stocks in the principal primary markets, and so long as this continues, and the war demands take the daily offerings off the market, as every option nears its finish, there is no actual grain for shorts to deliver on contracts, and as a result they are forced to buy their way out in the pit. And when the selling interest is large, as it has been and is likely to be in the May delivery, it is easy to force an advance by starting one short to buy against another.

Statistics show that during the Civil War the top price on oats was \$1.05, while corn sold at \$1.60 and wheat at \$3.85. With corn now at \$1.60 to \$1.85 and wheat indicating that it would be much over \$3.85 were it not for restrictions at \$2.18, the trade asserts that oats, even at 80 cents, and despite the record-breaking crop, are reasonably cheap if the war goes on and market conditions remain the same as they are now.

The same traders point out that oats as a substitute for other food products are being used on an enormous scale, that the record-breaking cold weather has caused feeding on the farms at an unprecedented rate, and that once our army is in Europe, and with wheat supplies short the world

over, the export movement of oats will reach an alarming total.

These factors are said to be back of the good buying that appears in oats on all the breaks here. Of, course, traders say, the entire picture would change should peace come suddenly, as Australia, Argentina, Russia and other markets would be opened to competition with America, which now is the logical buying ground for the Allies and their supporters.

\* \* \*

Hay inspection at St. Louis isn't the same as it used to be. The grades are marked just as accurately, and there is equal care and dispatch in the service, but a personality is missing. John H. Duddey, who had inspected hay at St. Louis for 15 years, died on January 7, at the age of 68 years.

For 3½ years Mr. Duddey had been chief hay inspector at St. Louis. Before coming to St. Louis 15 years ago, he inspected hay at Cincinnati for 25 years, so it is safe to say that no man in the Central States was more familiar with grades, seasonal variations, and all other features of the trade than he. His industry, fairness and conscientiousness were no less marked than his knowledge, so that the market loses not only a faithful servant, but a



JOHN H. DUDDEY

man respected and loved by all who had dealings with him. His private life reflected his public service, and as citizen, husband and father Mr. Duddey set a high example for the trade.

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Friends of Eugene C. Dreyer, on the Merchants Exchange, were pleased at his appointment last week as representative in St. Louis, of the Division of Co-ordination of Purchase, of the Food Administration, to act in connection with the purchase of flour made by the Quartermaster-General in the United States Army.

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Advices received by St. Louis Merchants' Exchange officials announce that William H. Danforth, president of the Ralston Purina Company, is on his way to France, where he goes to engage in Y. M. C. A. work. Only a short time back, W. E. Stewart, St. Louis representative of the Chicago firm of Ware & Leland, and Ben S. Lange, a prominent grain man, gave up their business duties to engage in the same class of work. They arrived safely in France.

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Cash houses have made increased shipments of grain out of the St. Louis market since Director-General McAdoo issued an order permitting whole trains of foodstuffs for Great Britain, France and Italy to be rushed from St. Louis, Chicago or other points to North Atlantic ports. The Marshall Hall Grain Company and other cash houses report an active business in the actual grain. The better weather also has increased the receipts of grain in the St.

Louis market and has materially aided in the movement of supplies for our foreign Allies.

\* \* \*

The St. Louis Merchants' Exchange, through Charles Rippan, Traffic Commissioner, has addressed a letter of complaint to W. H. Chambers, Assistant Director-General of the Railroads at Washington, D. C., protesting the action of certain railroads in assessing demurrage charges against cars of grain consigned east of the Mississippi River, and which are not moved by the railroads.

\* \* \*

At the recent meeting of the St. Louis Grain Club, held at the new Statler Hotel, W. J. Edwards was elected president. Alexander Harsh was named vice-president and W. B. Christian, re-chosen secretary. Those named on the Executive Committee were M. R. Parrott, W. K. Woods, W. J. Klosterman, Aderson Samuel and J. M. Fuller.

## CINCINNATI

K. C. CRAIN - CORRESPONDENT

**S**UDDEN and unexpected flood stage of the Ohio River, caused by ice gorges which dammed the stream and backed the water up to a point equaled only by the flood of 1913, was a decidedly disturbing incident of the first part of February. It caused much damage and inconvenience to several grain concerns located in the "bottoms" district, and forced the suspension of operations on the hay-plugging market, as the water was several feet deep on the tracks, making it impossible to do business. However, all of the loaded cars on the tracks at the time were moved out in ample time to avoid damage; and while the receding waters left a heavy coating of ice on the sidings and pavements, this was soon disposed of. The possibility of an early repetition of the trouble, on account of thaws of the snow and ice above Cincinnati, is present, but ample warning will be received, and only the temporary close of the plugging system's station can result, at the worst.

\* \* \*

That the plugging system will accomplish all that has been expected of it by the most optimistic for the Cincinnati hay market is already proved, the report of George F. Munson, chief inspector of the Chamber of Commerce, showing that with the plugging system in operation for only the last three months of the year, receipts amounted to 15,253 cars, as against an average of 8,000 for the last five years. It is estimated that receipts have increased 150 per cent since the system was adopted. Incidentally, the inspector's report also showed a decided increase in receipts of grain, 3,392 cars of wheat being inspected in August of last year, this being the largest number ever inspected in any single month before. The report shows, further, that in 1917 16,719 cars of grain and feed were inspected inbound, 4,708 cars outbound, 12,747 cars of hay inbound, 892 plugged cars of hay in two months, and 2,506 cars of hay bales inspected. The total number of cars inspected through the Chamber of Commerce during the year, including grain, hay, flour and feed, was 37,572, or an average of about 115 cars for each working day, indicating the activity required of the force of inspectors.

\* \* \*

At the meeting of the Grain and Hay Exchange, held on the evening of January 17, President E. A. Fitzgerald appointed the following committee to nominate candidates for the Board of Directors, 14 names being required from which to choose seven members of the Board: F. F. Collins, C. S. Maguire, C. E. Van Leunen, Frank R. Brown and Elmer H. Heile. The committee subsequently reported the following nominations, to be voted on at the annual election on February 21: E. A. Fitzgerald, W. R. McQuillan, F. R. Maguire, C. S. Custer, Max Blumenthal, John E. Collins, Jr., E. B. Terrill, H. E. Richter, Earl F. Skidmore, Elmore H. Heile,



Jos. F. Costello, A. M. Braun, L. M. McGlaughlin, and W. A. Van Horn. Alfred Gowling and B. H. Wess were added later. Luke W. Smith, the newly elected president of the Chamber of Commerce, was the guest of the Exchange at the meeting, and assured the members, in his address, that the Exchange could count upon the continued co-operation of the Chamber of Commerce in every respect. President Fitzgerald reported that definite information had been received from the Fuel Administration to the effect that there would be no interference with the operations of grain and hay concerns, which are regarded as essential.

\* \* \*

With the difficulties already existing in transportation, on account of extraordinarily severe weather on the one hand and great congestion on the other, grain men were considerably worried at reports of embargoes against all traffic, declared by railroads. President E. A. Fitzgerald, of the Grain and Hay Exchange, got in touch with the Federal authorities in order to ascertain whether railroads operating out of Cincinnati were justified in refusing shipments of grain and hay, and received the following telegram on the subject from Julius H. Barnes, of the Food Administration Grain Corporation, New York: "Under order of Director General of Railroads, all embargoes should be exclusive of food-stuffs. This should include wheat. Amended order will be issued by Divisional Director A. H. Smith, exempting animal food and feeds, seed grain, garden seed and fertilizer from embargoes. Advise what roads refused to recognize this classification."

\* \* \*

Members of the grain trade received their accustomed recognition in the recent annual election at the Chamber of Commerce, as well as in President Smith's committee appointments. B. H. Wess, a well-known member of the trade, was elected treasurer of the Chamber, while Alfred Gowling was elected as one of the five new members of the Board of Directors. Mr. Wess was also appointed as a member of the Executive and Financial Committees, and Mr. Gowling was placed on the Committee on Admissions.

\* \* \*

As a result of the recent inspection of grain, hay and other similar plants in Cincinnati, after which bad conditions from the fire risk standpoint were announced, the fire marshal, J. W. Fleming, has ordered certain changes made to improve the fire risk in a number of plants, including some of the biggest in the city. Among them were those of the Fleischman Malting Company, the Early & Daniel Company, the Ferger Grain Company, the Cleveland Grain Company, the Schmidt & Walker Company, the J. R. Stafford Grain Company, H. Nagel & Son, and the Perin Grain Company.

\* \* \*

The central location of Cincinnati and its importance for many years as a midway market for grain, hay and food stuffs of all sorts, has resulted in its selection by the Quartermaster General of the United States Army as a purchasing center. Major M. C. Harrington, of the Quartermaster Corps, has been making arrangements for a reorganization of the local office of the Corps on a larger scale, adequate to handle the enormous business which will pass through it on the new basis. The commodities purchased through the Cincinnati office will include hay, straw, grain and foodstuffs for soldiers and horses at the various cantonments in this section, covering the states of Ohio, Indiana, Illinois and Kentucky.

\* \* \*

The requirements of the war tax legislation passed by the last Congress, especially those relating to transactions on stock and grain exchanges, resulted in a survey of the Grain and Hay Exchange by a representative of the Government having charge of plans for collecting the tax imposed. Regulations covering the work have just been issued, and call for all brokers and others handling grain, as well as stock and securities, to file a monthly report of their transactions and of the war stamps used. Cincinnati members of the trade have not experienced any great amount of inconvenience in consequence

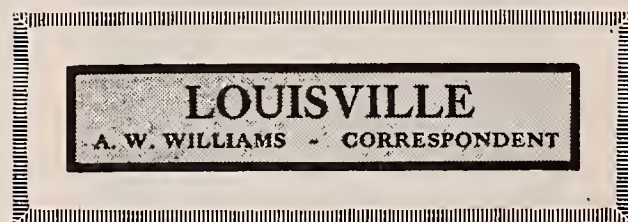
of the tax, and are taking care of it cheerfully as a necessary incident of the war.

\* \* \*

The seed corn situation is beginning to arouse serious apprehensions among agricultural authorities in Ohio, as well as local elevator men and grain buyers, as it is evident that there is not going to be enough good seed to go around. Arrangements have been made for co-operation by school children throughout the state, who will test the corn on hand for fertility, and when it is ascertained what seed is available, arrangements will be made at once to purchase enough to make up the deficit. The shortage of seed corn was one of the topics which aroused the most interest at a meeting of the Hamilton County Farm Bureau Association held early in February, with D. R. Van Atta, County Agricultural Agent, presiding. Clark S. Wheeler, director of agricultural extension service in Ohio, was the principal speaker, telling the members what the Government is doing for the farmer. It is understood that the Federal Government is prepared to spend \$60,000 or more for seed corn alone, if necessary.

\* \* \*

In spite of repeated heavy snows during December and January, there are reports to the effect that many winter wheat fields were swept bare of Nature's covering by the blizzards which prevailed, and that they are consequently in very poor condition on account of having had to go through the severe weather without protection. The poor quality of the corn available for seed is also a matter of anxious comment, one estimate from a careful observer placing the percentage available for seed as low as 10. According to this estimate, 26 counties in the northern part of Ohio have no seed at all.



ADDED to the many other troubles experienced by the grain men of the Ohio Valley during the present season is the damage done by floods resulting from the melting of the heavy snows throughout the entire watershed. It is reported that much winter wheat land in bottom country is now under water, while thousands of acres of corn in the shock have been swept away by high water. Except for a recent spell of cold weather following a thaw, much flood damage would have been done, and this may come later on. Elevators and mills at Ohio River points have been threatened by ice gorges and high waters at some points, and the river transportation companies have suffered the heaviest losses ever known.

A few days ago a total of 26 boats and barges were swept out of the winter harbor at Paducah, Ky., by a breaking ice gorge. Similar things happened all along the Ohio, Kentucky, Green and other rivers, where in most instances the boats were wrecked by the heavy ice, which is from 2 feet to 2½ feet in thickness. It is estimated that the transportation companies have lost more than \$3,000,000 worth of equipment already, and this will seriously handicap the movement of grain from the river towns and bottom lands to the markets in the spring and fall, as the ship yards in some cases have been badly damaged, and already had more orders on hand than could be filled, which means that new boats to replace the wrecked ones are out of the question, while it will be a big job even to repair the damaged ones.

\* \* \*

As a whole the Kentucky crop of winter wheat is in fine shape, the heavy snows protecting it from the severe weather experienced in January, when at one time the thermometer went to 15° below zero, the coldest weather experienced in 40 odd years, while snow has been on the ground for two months, and in many places was more than 2 feet deep. Sudden thaws and following freezes

so far have not injured the crop, which covers the largest acreage ever planted in the state. However, some wheat in bottom lands will be almost totally ruined by the flood stages in some sections of the state.

\* \* \*

The volume of grain handled through Louisville during the past year was curtailed considerably due to the burning last spring of the Kentucky Public Elevator Company's plant, which resulted in much grain being handled through elevators at Indianapolis and elsewhere, which under ordinary conditions would have been handled locally. Again some grain was handled from the cars, while receipts this fall were greatly curtailed through the fact that the distillers were not in operation. R. L. Callahan, head of Callahan & Sons, grain dealers of Louisville, and chairman of the Grain Committee, of the Louisville Board of Trade, took these matters into consideration in making up the annual report of his committee for the Board. His report showed a total number of 12,386 cars of grain received in 1917 compared with 13,640 cars received during 1916.

\* \* \*

Reports for a few of the fall months by some of the principal grain handling houses of Louisville show that these houses have done much to conserve car space and aid in the effort to improve traffic conditions. Every house in Louisville is endeavoring to do its utmost in advancing the capacity loading theory, which is now actually practiced in Louisville. An effort is being made to load all cars to cubical or visible capacity, and intensive loading is bringing the desired results. Ballard & Ballard Company reported a 43 per cent increase for September as compared with the same month of 1916, this including 53 double loads. Callahan & Sons showed big increases as follows, September, 25 per cent; October, 31 per cent; November, 23 per cent. Louisville Cereal Mills, September, 82 per cent. Louisville Milling Company, September, 23 per cent. S. Zorn & Co., bulk oats, October, 35 per cent. November, 26 per cent; December, 40 per cent; sack oats, October, 27 per cent; November, 84 per cent; December, 37 per cent.

\* \* \*

The Louisville Board of Trade has taken up with several railroad companies the question of a discrimination in bag rates from Louisville to Owensboro and Henderson, Ky., large wheat and corn districts. The question of bag and bagging rates was brought up through the cancellation of commodity rates on bags and bagging and the application of class rates to such traffic, resulting in discrimination in favor of Memphis, St. Louis and other points. The Board has handled the question actively and it is understood that the matter will shortly be adjusted to the satisfaction of the Louisville shippers.

\* \* \*

E. G. Duckwall, as chairman of the Hay Committee of the Louisville Board of Trade, recently turned in an annual report showing a nice increase in receipts for the year, although shipments are very light out of this market. In 1917 a total of 2,361 cars were received and officially inspected and nine cars shipped out, as compared with 1,506 cars received and inspected and six cars shipped out in 1916. The poor shipping report is due to unfair rates, which have been protested vigorously. Mr. Duckwall states that he has found that the hay shippers like the Louisville market, and give it preference over some of the other large markets, and that with more equitable freight rates to Southeastern territory, Louisville would be one of the best hay markets in the country. The question of obtaining the transit privilege on hay has been pending for a year or more, but no action has been taken due to the chaotic condition of the rate situation in Central Freight Association territory and the shortage of equipment on the lines of all carriers.

\* \* \*

Announcement has just been made of the retirement of John Allen, of the Zaring Grain & Milling Company of Richmond, Ky., who has sold his interest in the concern to Allen Zaring. The latter



is now practically the sole owner of the business which was established more than 30 years ago by the late J. W. Zaring.

NEW YORK  
C. K. TRAFTON - - CORRESPONDENT

ALMOST unbelievable is the statement that the stock of corn in this great market is almost negligible—only two cars, or roundly 2,200 bushels! Indeed, at one time recently there was not a single car here; a thing that probably never was heard of in the memory of the oldest trader. As a result, corn to arrive from Argentina c. i. f. has sold mainly at \$2.06. In addition, traders here were dumfounded to hear that No. 3 white corn had sold as high as \$2 in St. Louis, while prime white was salable at 5 and 10 cents premium over yellow in Chicago if fit for milling. Moreover, dealers here realized that corn is worth approximately \$1.50 for feeding on the basis of hog prices current in Chicago.

Because of the facts described practically all members of the trade felt convinced that the markets would be in a more normal and healthy condition if the maximum price of \$1.28 in Chicago was raised or entirely removed. It is their contention that while the maximum price seemed fairly reasonable in June, when it was fixed, subsequent occurrences have resulted in enhancing the intrinsic value of the actual cash property. It is the almost universal argument that the continuation of such a low maximum not only does absolutely no good, but really is harmful.

Undoubtedly trading in future deliveries was primarily inaugurated largely with a view to facilitate the movement of the crop from the farms. In other words, by trading in futures as a hedge farmers or interior shippers were able to protect themselves against loss. Hence it must be manifest to even the inexpert that the farmer or shipper is deprived of this protection when the maximum price for futures is placed so far below a parity with actual cash values. It must be patent that in order to hedge, the price for futures must be reasonably close to cash prices. It is the consensus that cash prices are based on the legitimate laws of supply and demand, and hence it would greatly broaden and improve the market if the futures were not "smothered" or rendered absolutely negligible as they have been by the low maximum. Undoubtedly, if the maximum price had been placed far above the intrinsic value the situation would have been diametrically reversed.

There has been a lot of quiet talk recently among grain dealers, and especially among those who give much attention to rye, because of a peculiar and apparently unjustifiable state of affairs. In other words, those dealers who receive rye from New York State were surprised and provoked because it could not be sold in the regular way to exporters or agents of European Governments. It was considered that there was no really valid foundation for the existing discrimination in favor of Western rye as compared with state rye. In short, dealers of long experience unanimously agreed that in all essential particulars the state rye is as good, if not better as a flour producer than rye from any other quarter. Seemingly there is no explanation other than the fact that for a long time exporters have been accustomed to filling practically all of their orders with No. 2 Western, and apparently they have no official orders or sanction to accept state rye.

The report that A. Stamford White, had again been elected to the presidency of the Chicago Board of Trade was received with universal approval by the members of the N. Y. Produce Exchange, and especially those in the grain and provision trades. Ever since he came to this country in 1882 Mr.

White has enjoyed the esteem and confidence of all members of the trade. He has won an enviable reputation not only in a business way, but he is also recognized as a man of all-around capacity and general executive ability, qualities which he displayed when acting president in 1910 and as a member of the Board of Directors and various important committees.

Walter Beavan, at present prominent on the Chicago Board of Trade as general manager for the commission house of Lamson Bros. & Co., but for many years one of the most active and popular members of the New York grain trade, spent several days recently on the Produce Exchange, of which he is still a member, and received a warm welcome from his many old friends and associates. When interviewed by the writer he said in part as follows:

The corn situation has been much mixed owing to the inability of railroads to move it and country elevators to buy it on account of the quality, it being impossible to ship promptly. Farmers are perfectly willing to accept prevailing prices for corn, but the quality not being guaranteed country dealers generally are afraid to handle it. There has been much discussion as regards changing of maximum prices, but the Government has felt right along that with normal car service there would be no necessity for a change in prices. Oats are a merchandising proposition and the demand has been far greater than the supply. There are said to be many oats back in farmers' hands owing to poor railroad facilities, but the heavier use for feeding and the general mixing with other grain has also caused considerable demand. With signs of early peace farmers no doubt will be satisfied with prices and we may possibly see a sharp break, but it is generally believed by the trade that after peace is declared consumptive demand from all quarters would no doubt cause a sharp recovery. The outlook for the general grain trade is not promising at the moment, but with patience a general resumption of business is anticipated when the war is over.

Charles Rockwell, recently elected president of the Park & Pollard Company of Chicago, manufacturers of poultry feeds, was among the recent visitors on the Produce Exchange. Mr. Rockwell, who was active for many years in the local grain and feed market, received a cordial welcome from his many old friends and associates.

Some idea of the striking insufficiency of the movement of all kinds of grain to this market may be formed from a glance at the appended table, showing stocks in New York as officially reported by the statistical department of the Produce Exchange, with comparisons for the same time in 1917 and 1916. While the corn stock is remarkably small, there was a time a few weeks ago when not a single car was reported at any of the local freight terminals.

	February 2, 1918.	1917.	1916.
Wheat, bushels ....	117,634	3,841,427	5,529,259
Corn, bushels .....	2,191	992,165	448,073
Oats, bushels .....	667,304	1,070,520	2,389,465
Rye, bushels .....	27,550	50,322	117,796
Barley, bushels ....	657,734	784,628	544,084
Malt, bushels .....	.....	28,629	.....
Total, bushels ...	1,472,413	6,767,691	9,028,677

Jesse A. Chase, at one time active in local grain and feed circles, having been associated with his father, the late Theodore B. Chase, has made application for re-election to membership in the Produce Exchange, where he will act as representative of the Merchants Grain Company.

Leonard C. Isbister, for several years active on the Produce Exchange for various grain firms, lately with the export house of Lewis, Procter & Co., has joined the U. S. Naval Reserve.

C. S. McKinstry, associated several years ago with local grain and cereal firms, but recently identified with the Armour Grain Company in Chicago, has severed that connection and returned to this city.

James Schonberg, connected with the New York office of James Carruthers & Co., Ltd., the big Canadian grain firm, is an applicant for membership in the Produce Exchange.

John Melady, well known on the Produce Exchange as one of the leading dealers in Canadian grain, has left the city to spend a few weeks in Florida.

The death was announced on the Produce Exchange early this month of Alfred Wilmarth, of the stock and grain commission firm of Morris & Wilmarth. At one time this firm did a large business in the local grain pits for clients in the West and in Stock Exchange circles.

His partner, Harry S. Morris, has applied for membership in the Exchange.

The following prominent members of the Chicago grain trade were among the recent visitors on the Produce Exchange: C. B. Pierce of Bartlett Frazier & Co., E. F. Rosenbaum of the J. Rosenbaum Grain Company, and R. W. Chapin.

Fred A. Heywood, for a number of years active in grain and freight circles, latterly as New York Produce Exchange representative of the Norris Grain Company of Chicago, has announced the termination of that connection.

Walter Trappe, the newly appointed head of the New York office of the Norris Grain Company, is an applicant for membership in the Produce Exchange.

DULUTH  
S. J. SCHULTE - - CORRESPONDENT

UNLESS an effective educational campaign is inaugurated or pressure brought to bear upon farmers in the Northwest, it is feared that the acreage sown to spring wheat will be materially cut down in favor of coarse grains at next spring's seeding time. News received by Duluth grain men from interior elevator operators and other correspondents in North and South Dakota and Montana, has been very discouraging lately in that predictions of reduced acreages seeded to wheat for the next harvest are freely made. By all accounts farmers are impressed with the prevailing high prices for oats, barley and rye, and on top of that numbers of them were hard hit by two successive spring wheat crop failures.

It was on this account that the members of the Duluth Board of Trade forwarded a suggestion to Food Administrator Hoover, a month ago, that with a view to encouraging the growing of wheat in 1918, steps should be taken to guarantee to farmers the per acre cost of seeding their land to that crop for the coming season. It was pointed out in the communication that farmers did not care to assume the risk of devoting an unusual proportion of their land to wheat raising in consequence of their disastrous experiences during some seasons in the past, and that they consequently asked for some guarantee over and above the \$2 wheat price announced for the 1918 crop.

As nothing has since been heard from the Food Administration regarding the cost guarantee suggestion, growers have been intimating of late that they propose to go in more extensively for coarse grain production for the next harvest, than has been the case in previous seasons. A special appeal to the patriotism of farmers and the obligation that is imposed upon them in doing their share in aiding their country in the war, is now suggested by Duluth grain men. It is furthermore pointed out that action must not be deferred a moment longer than is necessary.

Holders of coarse grains have been in clover marketwise during the past month. Current receipts and supplies of rye and barley have fallen far short of filling the requirements of millers for mixing purposes, and as a consequence they have experienced difficulty in making standard war bread flour in



adequate quantities. The quotation in spot rye on the Duluth market has been advanced 35 cents per bushel during the past month to a new record high mark of \$2.16. Barley has been advanced 28 cents to a range of from \$1.55 to \$1.87 during the same period, and the price tendency is still upward even at the high mark attained. Oats have shot up over 10 cents to 84 and 86 cents at the time of writing.

\* \* \*

Advices being received by the grain commission houses here are to the effect that a considerable amount of wheat still remains to be moved from over eastern North Dakota. Elevators at many points have been full for some time, and growers are being compelled to defer marketing other surplus grain remaining in their granaries until such time as space can be made for them in the elevators.

\* \* \*

Stocks of grain in elevators at the Head of the Lakes have gained very slowly during the last few weeks. Wheat supplies in the houses here are now approximately 940,000 bushels, as compared with 647,000 bushels a month ago. Supplies of all grains on hand now amount to just 1,500,000 bushels or only 550,000 bushels more than they were at this time last month. An interesting recent development is that wheat is being shipped from here down to interior mills that in other seasons have been supplied from their immediate districts. It is to be noted that corn has been straggling into this market of late, and that it has found a ready sale among operators of feed mills. It may be said though that specialists in that trade are only inclined to buy from hand to mouth, as it is believed that material price concessions will be brought about as soon as the movement of corn starts in earnest as a result of the recent railroad priority order.

\* \* \*

Elevator men at Duluth with Winnipeg connections, who had at one time cherished hopes that a fair quantity of Canadian coarse grain would seek a market here during the winter months have been disappointed. About all that has come to hand so far from up there has been a few scattering cars of flaxseed. The movement of any Canadian wheat to this point has been placed out of the question in consequence of the recent order of their Grain Export Company assuming the control of all wheat in terminal elevators at the Canadian Head of the Lakes. It may be mentioned that at one time in the early winter a Duluth elevator company had arranged to bond one of its houses on the assumption that it would be able to handle a fair tonnage of Canadian grain.

\* \* \*

At the last annual meeting of the Duluth Grain Commission Merchants Association, W. W. Bradbury was elected president; M. M. McCabe, vice-president, and H. S. Newell, William Grettum and John H. Ball directors.

\* \* \*

A. J. Branca has been elected to membership in the Duluth Board of Trade. He represents Ely-Salyards & Co. on the trading floor.

\* \* \*

Douglas W. McKay of the White Grain Company has passed his physical examination at Omaha, Neb., for the American Aviation Corps. He has resumed his duties at his firm's office pending instructions from headquarters to report for training.

\* \* \*

Julius H. Barnes, president of the Food Administration Grain Corporation, was a recent visitor on the trading floor of the Duluth Board of Trade. In the course of an address to members he expressed gratification over the patriotic spirit shown by the grain trade in conforming to the restrictions imposed upon marketing operations. As a result of the conservation in consumption effected through wheatless days and in other directions, he felt convinced, he asserted, that the United States will be placed in position to export the additional wheat required to maintain its Allies in Europe. He emphasized the necessity of the greatest efforts being made to increase the production of wheat in the Northwest next season in view of the falling

off in the acreage under crop and the probable output of winter wheat. As a result of unfavorable weather last fall, additional reliance must be placed upon the spring wheat territory to make up the deficiency, he asserted.

\* \* \*

Application has been posted for the transfer of the Duluth Board of Trade membership of G. P. Harbison to J. W. Galvin, secretary-treasurer of A. D. Thomson & Co. Mr. Harbison enlisted in the American military service some time ago and he is now on the way to France.

\* \* \*

H. J. Atwood, Charles F. Haley and E. S. Ferguson have been appointed members of the Sampling and Inspection Committee on this market for a term of two years. Owing to the slow movement of grain at this point a deficit is resulting in the maintenance of that department, but it has been decided not to raise inspection fees above their present basis. Any deficiency created during the present crop year will be covered from the general Board of Trade funds. Operators are hopeful that the turn of the tide will come with the marketing of the next crop.

\* \* \*

While business in oats and feeds has been heavily hampered through the railroad congestion and unfavorable weather conditions, the current turnover on this market is in fair volume, according to the White Grain Company. That firm reported that it has been found a difficult proposition to obtain cars from the railroads, so that business has been carried on under difficulties during the past several weeks. A good demand for feeds has been experienced from lumber operators in this territory and substantial sales have been made to the dairy-interests over northern Minnesota.

## ST. JOSEPH ALLAN T. WEST - CORRESPONDENT

RECEIPTS of corn at this market exceeded all local records on February 4 when 114 cars were marked up. With a supply of cars coming from the East, local dealers expect to handle more corn than ever before in the history of the Exchange.

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Allan T. West, secretary of the local Exchange, attended a conference on the new demurrage rules, held in Chicago on February 5.

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The Aunt Jemima Mills Company announced this week that construction will start this spring on an 8,000-barrel mill to be erected adjacent to the new pancake flour plant now being completed. This company has recently increased its capitalization to \$2,000,000 and has far outgrown its present facilities. It expects to install machinery for 4,000 barrels output at once and the other 4,000 will be added in the fall or next spring, as conditions may warrant.

## TRANSCONTINENTAL RATES RAISED

The inter-mountain rate case is settled till the end of the war. On January 30 the Interstate Commerce Commission gave the railroads authority to raise their rates from Eastern defined territories to Pacific Coast and intermediate points, and to increase l.c.l. commodity rates to coast points not higher than the present rates on the same items to intermediate points. Export commodity rates to Pacific Coast points may also be raised.

The withdrawal of shipping from the coast to transatlantic trade was the chief reason for the decision, and when this shipping shall be resumed it is probable that a readjustment will be made. In the meantime the railroads will increase their revenue for this service by about 15 per cent average, the range being from 5 to 35 per cent.

## THE AUSTRALIAN WHEAT SURPLUS

Last year, that is, on December 1, 1916, there were 86,000,000 bushels of wheat in Australia. The yield last season was 150,706,500 bushels or a total supply of 236,706,503 bushels. Allowing a loss of about 5 per cent from mice and weather damage, and home requirements, food and seed, 40,000,000 bushels, left an exportable surplus of about 190,000,000 bushels.

Up to the first of November, last, exports of wheat and flour consisted of 58,908,189 bushels. Since that time a small additional amount has been sent abroad, some of it to this country, but there is still 130,000,000 bushels to be disposed of or carried over.

## PRICE CONTROL VS. SUPPLY AND DEMAND

The leading article in the *Rosenbaum Review* for February 2 is "The Moral and the Intellectual Phases of War Business" by Editor J. Ralph Pickell. Among other things Mr. Pickell discusses price fixing or the substitution of price control for the legitimate effects of supply and demand. He finds this course disastrous from all standpoints and has the following to say in reply to the speech of Mr. Barnes before the meeting of the Council of Grain Exchange, wherein the latter denies the right of the individual under present conditions to make a profit in handling foodstuffs between the farm that produced it and our Allies:

Does Mr. Barnes assume for one minute that the people in those countries which he mentioned could not pay for wheat if they could get it? Prosperity never has so universally touched those countries which he has named as now. And why doesn't Finland get wheat when she can pay for it? Simply because the Russian Government set a fixed price on wheat which discouraged production. If the Russian peasant had been let alone and prices had been fixed by supply and demand, Finland would not today be starving. On the other hand, do you assume that the Kansas farmer is satisfied with the prices fixed for his wheat? Never. He asks you either to take away the price or else fix it on the hundred and one other commodities which he buys at exceedingly high prices. Thus one fixing of a price leads to another and another until we are lost in an economic maze.

Another view. Suppose we handle foodstuffs without profit. I know a young man who has two brothers. The three of them have supported their mother. When the United States declared war in April these three young men, two of whom were of military age, agreed that the third, who is employed by a grain firm, should support his mother allowing the other two to enlist. This was done. The one who could not go may find his firm out of business at any time and he is laboring under the necessity of supporting his mother and sister as well as his own family of five. If no profit is to be made in handling the foodstuffs of the nation, how are large organizations to be maintained? How are we to respond to the Government in its requests for financial support? What is to prevent the total destruction of our economic machinery while a foreign corporation, backed by foreign Governments extends its commercial tentacles throughout the length and breadth of our land? Profiteering in time of peace or war is not to be encouraged but better a few profiteers than a multitude of financial wrecks. Such doctrine cannot be supported on the basis of either patriotism or economics and it should not be allowed to pass unchallenged.

In Buckle's *History of Civilization* we learn that, "The most valuable additions made to legislation have been enactments destructive of preceding legislation; and the best laws which have been passed have been those by which some former laws have been repealed."

THE embargo on hay from all points to Baltimore, Md., was removed on January 19, by the Western Maryland Railway Company.

DURING the week of January 14 to 18, the fifteenth annual corn show, under the auspices of the Missouri State Corn Growers Association, was held in Columbia, Mo. About 7,000 ears of corn were exhibited and such small grain entries as wheat, oats, cowpeas, soybeans, clover, timothy and orchard grass. Two men received gold medals as an award for averaging more than 100 bushels per acre in the five-acre content. The highest was H. G. Turner of Carrington with a yield of 112½ bushels; J. R. Shelton of Holden with a yield of 103 bushels.





## INDIANA

The South Side Elevator Company of Vincennes, Ind., has been dissolved.

The plant of the Banister Grain Company, located at Treaty, Ind., is being remodeled.

New machinery is to be installed in the elevator conducted by J. F. Plice at Markle, Ind.

The Albert Boling Elevator at Adams, Ind., has been purchased by the Wm. Nading Grain & Elevator Company.

Doan & Day have repaired their Hess Drier and installed a new conveyor in their plant at Swanton, Ind.

Reports state that the elevator of A. C. Hutchins at Stroh, Ind., has been traded for a farm with the Perkins Bros.

Omar G. Whelan of Richmond, Ind., has converted the old Gaar-Scott building there into a grain elevator.

The Laketon Farmers' Elevator Company, situated at Laketon, Ind., has increased its capital stock to \$40,000.

The Connell-Anderson Grain Company of Milton, Ind., has changed its name to the Anderson & Sons Grain Company.

John Holliday has sold his elevator, located at Greentown, Ind., to the Studebaker Grain & Seed Company of Bluffton, Ind.

E. C. Jewett has bought the elevator and coal business of C. F. Davidson at Pierceton, Ind., and is making repairs on same.

Jos. Foreman is secretary-treasurer of the Farmers' Elevator Company which was organized recently at Burket, Ind., capitalized at \$20,000.

Incorporation papers have been surrendered by the Baker Elevator & Milling Company, an Illinois corporation, to operate in the state of Indiana.

Sylvester H. Elwell, Troy C. Glascock, Silvan Furr, Elijah Beaver and Thos. Miller have incorporated as the Farmers' Grain Company of Yeddo, Ind., capitalized with stock of \$12,000.

A large grain and hay warehouse will be built at Evansville, Ind., for the Independent Hay & Grain Company. It will have five storage bins with a capacity of 25,000 bushels wheat.

The New York Central Grain Elevator situated at South Bend, Ind., will be reopened. The plant has been closed down for three years. Floyd Talmage has been appointed grain inspector for St. Joseph County.

## IOWA

The Pothast Bros. of Vancleve, Iowa, have purchased the elevator and coal yards of A. A. Cook.

Plans are being considered by the Farmers Union of Lone Tree, Iowa, for the erection of a grain elevator.

The grain and feed business of Milo Ward at Colfax, Iowa, has been taken over by J. J. Ferguson and F. Thompson.

Probably an automatic scale will be installed in the elevator situated at Carroll, Iowa, for the Farmers' Co-operative Company.

The Winthrop Elevator Company of Winthrop, Iowa, has been incorporated. The company has purchased the John Reidy Elevator at that point.

E. F. Froning has purchased the elevator at Hughes (r. f. d. Eldora), Iowa, and will run it in connection with the elevator at Eldorado, which he owns also.

Some necessary repairs are to be made on the elevator of the Osage Grain & Supply Company located at Osage, Iowa, during which time the plant will be closed down.

Stock in the Breda Grain Company located at Breda, Iowa, has been purchased by the Meyers Bros. They formerly owned it in connection with Jos. Olerich and J. H. Ricke.

Capitalized at \$350,000, the Iowa Grain, Cattle & Land Development Company has been incorporated to operate at Turin, Iowa. H. B. Reese, S. A. Reese and R. T. Reese are interested.

A. C. Petersmeyer has disposed of his elevator, popcorn business and cribs at Odebolt, Iowa, to Rueckheim Bros. & Eckstein of Chicago, Ill. Mr. Petersmeyer expects to conduct a grain business at

Odebolt and also act as manager for the Chicago purchasers.

Capitalized with stock of \$25,000, the Farmers Co-operative Company has been organized at Coin, Iowa, with R. O. Gamble president; M. H. Manifold, secretary, and C. M. Maier, manager.

Farmers in the vicinity of Kent, Iowa, have taken over the grain elevator of the Riggs Bros. The farmers, who operate under the firm name of Farmers Shipping Association, will take possession on March 1.

The plant of G. W. Harris at Alton, Iowa, has been repaired and remodeled and equipped with a new leg, a 1,500-bushel automatic scale and a 5-ton Howe Wagon Scale, new distributor and car loading spouts.

Gilchrist & Co., of McGregor, Iowa, have contracted with the Burrell Engineering & Construction Company of Chicago, Ill., for a 3,000-ton coal elevator which they will operate in connection with their grain business.

The capital stock of the Pocahontas Grain Company of Pocahontas, Iowa, has been increased to \$50,000. J. A. Crummer was recently elected president; A. J. Sedlacek, vice-president; P. D. Richards, secretary-treasurer.

The capital stock of the Farmers' Grain & Supply Company of Sutherland, Iowa, has been increased from \$25,000 to \$50,000. A. H. Noethe was elected president; Chas. Youde, vice-president; J. B. Murphy, secretary and treasurer.

The Brooklyn Lumber & Grain Company which has been operating at Brooklyn, Iowa, has filed notice of dissolution. H. R. Light, formerly president and H. C. Light, secretary, will operate as a partnership rather than a corporation in the future.

## OHIO AND MICHIGAN

E. T. Firestone has started operations in his new elevator at Brewster, Ohio.

W. A. Baxter has purchased the elevator and mill of Jas. Bramlege at Ft. Loramje, Ohio.

A grain drier has been installed for the Holgate Grain & Stock Company of Holgate, Ohio.

The elevator of F. L. Bale at Centerburg, Ohio, has been disposed of to T. D. Updike & Son.

A movement is under way at Jenera, Ohio, to organize a farmers' elevator company there.

The elevator and coal yards of J. C. Palmer & Co., at Ashland, Ohio, has been sold to J. L. Donley.

C. W. Shaffer has made arrangements for the erection of a grain elevator this year at Conover, Ohio.

A bean elevator costing \$15,000 is to be built at Albion, Mich., for the Albion Farmers' Co-operative Elevator Company.

The Thomas Bros. have sold their elevator at Pikeville, Darke County, Ohio, to Powell, Albright & Powell of Greenville.

The plant of the Berkey Elevator Company, operating at Berkey, Ohio, has been equipped with new Invincible Grain Cleaners.

Walter Elliott is reported to be considering the erection of a new grain elevator at Warsaw, Ohio, as soon as the weather permits.

Invincible Grain Cleaners were recently installed in the plant of the Lyons Grain & Coal Company, which is situated at Lyons, Ohio.

The J. L. Rouze Company of Kansas, Ohio, has sold out its elevator there to Earl Mitchell and A. B. Powell. They will operate under the name of Mitchell & Powell.

The Sneath-Cunningham Company has leased the elevator of the Gallagher Bros. at Castalia, Ohio, and has equipped it with electric motors for handling grain and seeds.

The interest of C. E. Ackerman in the Farmers' Elevator Company of Durand, Mich., has been purchased by E. C. Roberts and E. Judson who now have complete control of the plant.

A company to build and conduct a grain elevator and handle farm produce is being organized at Caledonia, Mich., by the farmers of surrounding territory. The capital stock amounts to \$15,000.

The V. E. Heeter Company of Dayton, Ohio, has been granted a permit to build a grain elevator and

warehouse costing \$15,000 at that place. The plant will be built of a composite construction material.

The elevator capacity of the William Coombs Milling Company located at Coldwater, Mich., is to be increased this spring and equipped with new cleaning machinery, hopper, track scales, corn sheller, etc.

W. M. Boyer, L. W. Pool, J. R. Stewart, Foster I. Caven and M. E. Baker have filed incorporation papers to operate at Piqua, Ohio, as the Piqua Grain Company. The organization is capitalized with stock amounting to \$10,000.

The People's Milling Company of Muskegon, Mich., has awarded the contract to the Burrell Engineering & Construction Company for a new 75,000-bushel concrete grain elevator. It will be equipped with cleaner, sheller, feed mill and all necessary elevating and conveying machinery.

## ILLINOIS

The Collison Grain Company situated at Collison, Ill., has been dissolved.

Reports state that a grain warehouse will be built at Peoria, Ill., by the Geo. W. Cole Company.

A new corn crib has been built at Lanesville, Ill., for the Farmers' Elevator Company of that town.

The Farmers' Elevator Company of Breckenridge, Ill., will build, it is reported, a new elevator this spring.

W. O. Maddin has disposed of his grain elevator at La Hogue, Ill., to the La Hogue Grain Company.

J. T. Darnielle has sold his elevator situated at Piasa, Ill., to H. T. Still & Sons; C. E. Still will act as manager.

A building, 20x30 feet, is to be built at Kane, Ill., for the Farmers' Grain Company and will be used as a feed warehouse.

The new elevator of the Farmers' Elevator Company at Stanford, Ill., has been completed and is now in operation.

The elevator and grain business of Adolph Oberle at Raymond, Ill., has been sold out by him to the Farmers' Grain Company.

A new concrete elevator is being built at Kilbourne, Ill., for McFadden & Co. The plant will be 75 feet in diameter and 85 feet high.

The Farmers' Elevator Company of Cuba, Fulton County, Ill., has completed a new grain elevator which has a capacity of 2,500 bushels.

Farmers around Blacklands (r. f. d. Boody), Ill., have decided to organize as a co-operative company and build a grain elevator there.

A third interest in M. J. Ranney & Co., grain, lumber and farming implement dealers at Cazenovia, Ill., has been purchased by John Meisner.

The Farmers' Grain Company recently incorporated at Chesterville, Ill., has completed plans for the construction of a modern elevator and crib.

A Richardson Automatic Scale has been installed in the elevator of the Farmers' Elevator Company at Catlin, Ill., and other improvements have been made.

T. L. Oliver has purchased the interest held formerly by Mr. Liggett in the elevator of Oliver & Liggett at Camp Point, Ill., and will operate it in the future.

If present plans materialize and if sufficient capital stock is subscribed by the farmers a co-operative elevator company will be organized in the near future at Sadorus, Ill.

Work has been completed on the new reinforced concrete elevator of the Princeton Farmers' Elevator Company at Princeton, Ill. The old wooden elevator is to be torn down.

The I. C. Elevator at Cairo, Ill., has been taken over by W. H. Suffern who operates at Decatur. The capacity of the plant is 500,000 bushels with daily drying facilities of about 14,000 bushels.

W. S. Hinton, P. R. Anderson, W. Shields, H. A. Beasley, S. F. Gibbons and C. Warsaw have filed incorporation papers for the Foosland Grain Company of Foosland, Ill. The capital stock of the organization is \$15,000.

Thomas Noble, Richard T. Fortune and John D. Powers have filed incorporation papers for the



Brocton Farmers' Grain Elevator Company which is located at Brocton, Ill. The capital stock of the concern totals \$40,000.

Capitalized at \$25,000, the Thawville Farmers' Grain Company has been incorporated to operate at Thawville, Ill. The organizers of the concern are: Jesse W. Lawrence, A. Lachemeyer, Thomas Hopemey, Edw. Fuoss, J. E. Reed, I. S. Carter and L. C. Holmes.

For the consideration of \$22,000, F. A. Warren disposed of his elevator situated at Tuscola, Ill., to C. E. Davis, who now owns one-half interest, F. E. Rose and another silent partner, on January 31. Mr. Warren purchased the property on December 30 last year from Mr. Davis for \$19,000.

The Connard Elevator located at Elwin, Ill., has been purchased by the Farmers' Elevator Company of that town which was just recently incorporated. The consideration paid amounted to \$12,000. Possession is to be given on February 18. Martin Connard will act as manager for the present.

Incorporation papers were filed recently for the Staley Grain & Supply Company which will operate at Staley (r. f. d. Champaign), Ill. The incorporators of the concern are: J. M. Mullikin, J. E. Armstrong, T. M. Lyman, A. S. Fackler and J. H. Godsey. The company has a capital stock amounting to \$30,000.

#### SOUTHERN AND SOUTHWESTERN

C. P. Simpson may enter into the grain business at Lubbock, Texas.

Hendrickson & Graves have opened a grain and feed business at Campbellsville, Ky.

The elevator and mill located at Lebanon, Ky., has been purchased by L. Abel Collins.

The Glazier Mill & Elevator Company, Glazier, Texas, has filed a certificate of dissolution.

Arrangements have been made by the Blair Grain Company of Dallas, Texas, to dissolve as a corporation.

A grain elevator is to be built at Coredele, Ga., for the Dixie Seed Farms of which Jas. R. Kelly is proprietor.

The Honey Grove Lumber & Grain Company located at Honey Grove, Texas, has filed a certificate of dissolution.

Wm. Grover will erect a grain elevator at Delaware, Okla. The new establishment will be operated by electric power.

The capital stock of the W. T. Wilson Grain Company of Nacogdoches, Texas, has been increased from \$30,000 to \$50,000.

Reports state that the Hobbie Grain & Elevator Company of Montgomery, Ala., will build an addition to its elevator there costing \$5,000.

Two large grain elevators will be built at Camp Gordon, Ga., by the War Department. Lieutenant-Colonel C. O. Thomas is in charge of the camp.

Business men in the vicinity of Winnfield, La., have organized a company and will build a grain elevator, mill and cotton gin. The plant will cost about \$25,000.

A concrete grain elevator of 50,000 bushels' capacity is to be built at Macon, Ga., for the Modern Flour Mills of which J. T., A. B. and R. T. Birdsey are proprietors.

The grain elevator on the South Side of the Santa Fe tracks at Bartlesville, Okla., is being moved to the north side of the tracks. The elevator was purchased recently by H. Stead.

K. Arnett, C. Smith and M. L. Wiest have filed articles of incorporation for the Indiana Elevator Company at Louisville, Ky. The capital stock of the organization is \$100,000; debt limit, \$500,000.

W. H. Hood, J. W. Howard and W. B. Killingsworth have filed incorporation papers for the Blue Star Elevator Company at San Antonio, Texas. The corporation is capitalized with \$100,000 stock.

John Allen has retired from business with the Zaring Grain & Milling Company of Richmond, Ky., and has sold his interest in same to Allen Zaring who now is practically the sole owner of the enterprise.

Another elevator is being built at Sherman, Texas, by the G. B. R. Smith Milling Company. The structure includes eight tanks with a storage capacity of 300,000 bushels and a handling capacity of 7,000 bushels per hour. The cost of the plant will amount to \$100,000.

Keeling Turner's interest in the grain and hay firm of Worke & Turner at Nashville, Tenn., has been purchased by Malvern Wright. Mr. Turner has entered into the service of Uncle Sam. In the future the business will be conducted as R. H. Worke & Co.

Articles of incorporation were filed recently for the Grimes County Grain Company of Navasota, Texas, capitalized with stock of \$5,000. The organizers of the corporation are: J. L. Josey, R. C. Miller of Beaumont; S. Meyer, R. A. Horlock and W. Horlock of Navasota. Capital stock amounts to \$5,000.

The Farmers Grain Company of Watonga, Okla., has been incorporated and has increased its capital stock from \$10,000 to \$20,000. The company will erect immediately a new fireproof elevator which will have a capacity of 25,000 bushels. This new plant will replace the one which burned some time ago.

#### EASTERN

The Scipio Patrons Supply Company of Merrifield, N. Y., will rebuild its elevator which burned recently.

The grain elevator of the Farmers' Mutual Exchange at Myersville, Md., is to be improved and its capacity increased.

John G. Emert has made arrangements to build a grain elevator and buckwheat mill at Somerset, Pa., where he operates a warehouse.

Capitalized at \$200,000, The Community Ranch, Inc., was incorporated at Boston, Mass. The firm will deal in oats, rye, cows, poultry, etc. Jos. G. Weber is interested.

LeRoy F. Silvaggio has filed incorporation papers for the L. B. Dawson Company of Boston, Mass. The company will handle grain, hay and straw. The corporation has a capital stock of \$50,000.

The incorporators of B. F. Metcalf & Son, Inc., of Syracuse, N. Y., are: B. F. Metcalf, Jr., and M. L. Metcalf. The company has been capitalized at \$10,000 and will deal in grain, cereals, plows, etc.

Capitalized at \$100,000, the George T. Renke Corporation of New York County, N. Y., has been incorporated to deal in food products, barley, malt and other grains. G. T. Renke, J. A. Horn and F. S. Cobb are interested.

The grain and feed business at St. Johnsbury, Vt., operated by the A. H. McLeod Milling Company has been sold to the Williams-Donohoe Company of Boston of which R. L. Brown is president; C. L. Williams, treasurer and S. T. Donohoe, secretary. Mr. Donohoe will be in charge of the plant. The St. Johnsbury business was established in 1871 by the late A. H. McLeod and in 1903 was sold to Jonas H., and Arthur R. Brooks.

#### WESTERN

A 20,000-bushel granary will be erected at Eureka, Wash., for C. N. Hatch.

A 66,000-bushel grain elevator has been constructed by E. N. McCaw at Prescott, Wash.

H. B. Highum has taken over the elevator owned by Chas. Gobel and situated at Wilsall, Mont.

A new spout holder has been installed in the elevator of H. P. Preston & Co., of Toppenish, Wash.

A \$30,000 grain elevator is under consideration by the farmers in the neighborhood of Pilot Rock, Ore.

Plans are being made for the erection of a 9,000-bushel grain elevator at Huntsville, Wash., for Fred Lasater.

A grain elevator is to be built, it is rumored, at Columbus, Mont., for the T. C. Powers Elevator Company.

Farmers around Clyde, Wash., have organized a company and will build a bulk grain handling elevator there.

The Dubois Milling & Elevator Company of Dubois, Idaho, was recently organized. James Denning is president.

A new elevator is to be built at Bolles Station (Waitsburg p. o.), Wash., for the farmers organization at that station.

The Farmers' Elevator Company of Moore, Mont., has decided to close down its elevator for the remainder of the winter.

A grain department has been added to the flour and feed business of Geo. F. Warren of Warren & Weldon, Los Angeles, Cal.

The Loosley-Dwinnell Company of Montague, Cal., has not decided definitely whether it will build a new elevator this spring or not.

A new cleaner and fanning mill for grading seed has been completed at Windham, Mont., for the Farmers Elevator Company of that place.

J. L. Pietila has purchased a controlling interest in the Roberts Elevator Company of Red Lodge, Mont. He will act as manager of the plant.

The Globe Mill & Elevator Company has been obliged to abandon its chosen site at Ogden, Utah, for its new elevator because of underground water.

The elevator of the Farmers Elevator Company at Wallum Station (Franklin p. o.), Mont., has been closed down and will not be reopened until next fall.

Interest in the Treasure State Grain & Seed Company operating at Red Lodge, Mont., has been purchased by H. S. Anderson, formerly of Stanford, Mont.

Incorporation papers have been filed for the Fidelity Grain Elevator Construction Company of Spokane, Wash., with C. R. Dixon as president. The company which will have offices in 215 Exchange

Bank Building was organized to build and operate grain elevators.

The recently completed elevator of the Oneida Farmers Union at Holbrook, Idaho, has been put into operation. The capacity of the house is 25,000 bushels.

Probably a farmers' grain elevator will be constructed at Athena, Ore., in the near future. The plant will have a capacity of 100,000 bushels and will cost about \$35,000.

The Farmers' Union Warehouse & Supply Company has completed arrangements for the erection of two elevators, one at Grangeville, Idaho, and one at Fenn, Idaho, this spring.

The name of the Pace Hay & Grain Company situated at Tucson, Ariz., has been changed to that of the Ronstadt Grain & Implement Company. The plant was taken over some time ago by Richard Ronstadt.

A new brick warehouse has been completed at Colorado Springs, Colo., for the Seldomridge Grain Company, replacing the plant which burned last May. It is connected with the company's 50,000-bushel elevator.

About 50 farmers in the neighborhood of Cuddebec, Idaho, are interested in the erection of a new grain elevator of 60,000 bushels' capacity there. The plant will be equipped with cleaner, feed rolls and an automatic weighing device.

The work is practically completed on the new 60,000-bushel elevator of the Maney Export Company at Tremonton, Utah. The contract for the construction work has let to the Burrell Engineering & Construction Company.

The Imbler Union Elevator Company has been organized at Imbler, Ore., and will operate as a farmers' company. It will erect a 100,000-bushel elevator at once. H. McGoldrick is president; Frank McKennon, secretary-treasurer.

B. M. Holt Grain & Seed Company of Caldwell, Idaho, will erect in the near future a grain elevator of from 80,000 to 100,000 bushels' capacity. Both the elevator and warehouse are to be built of concrete, and will cost in the neighborhood of \$100,000.

F. A. Sayrs, W. S. Powell and W. H. Ragsdale have incorporated at Moro, Ore., as the Farmers Elevator & Supply Company. The concern will build elevators at Moro and Hay Canyon. The company is capitalized with stock amounting to \$50,000.

#### THE DAKOTAS

The Cargill Elevator located at Wolford, N. D., has been shut down.

C. M. Walworth has disposed of his interests in the elevator at Westport, S. D.

Remodeling work is being done on the elevator of the Inter-State Grain Company of Glasston, N. D.

It is reported that the Powers Elevator Company of Medina, N. D., will handle paint, nails, etc., as a side line.

A new addition has been built to the elevator of the Glen Ullin Co-operative Elevator Company at Glen Ullin, N. D.

Four new grain cleaning machines are being installed at Elliott, N. D., in the plant of the Farmers' Grain Company.

The elevator of the Pacific Elevator Company at Hoven, S. D., has been purchased by the Hoven Farmers' Elevator Company.

The elevator of the Farmers' Land, Loan & Grain Company at Menno, S. D., has been leased by the South Dakota Grain Company.

The T. A. Brann Elevator situated at Derrick, N. D., has been purchased by N. M. Van Osdel, A. J. Carlson and John A. Cowan.

It is reported that the Farmers' Union contemplates establishing a grain elevator and store at Yankton, S. D., in the near future.

The Farmers' Elevator Company which was recently incorporated at New Effington, S. D., has purchased S. Arneson's elevator there.

At a meeting of the stockholders in the Fullerton Equity Elevator Company of Fullerton, N. D., they decided to install electric motors for operative power.

An electric motor has been installed in the plant of the Farmers' Elevator Company situated at Vermilion, S. D. The old gasoline engine has been discarded.

The grain elevator of Meyers & Stroukel, located at Tolstoy, S. D., has been equipped with a new cleaner. They purchased their elevator from C. M. Jorgensen.

D. Kelly is no longer with the Farmers' Elevator Company of Buffalo Center, Iowa, but has purchased a grain elevator at Elkton, S. D., which he will operate immediately.

Ralph Kositzky will erect a 30,000-bushel elevator at Winner, S. D., as soon as the weather permits. The plant will be erected on a site on the Chicago



& Northwestern Railway, which was secured after a struggle with the road before the State Railway Board.

Geo. Game, Geo. Game, Jr., and Sophia Game have incorporated at Jamestown, N. D., as Geo. Game & Son. The company will handle grain and is capitalized at \$20,000.

A. J. Cook is president; F. L. Williams, vice-president; Henry Eickman, secretary-treasurer of the Farmers' Union Grain & Supply Company of Salem, S. D., capitalized with stock of \$25,000.

For the purpose of dealing in grain, feed and flour, R. A. Leggett & Co. have incorporated at Pierre, S. D., capitalized at \$10,000. The organizers of the firm are: R. A. Leggett, John Sutherland, and C. D. Ayres.

## CANADA

J. H. Mitchell of Alliston, Ont., contemplates the erection of a \$6,000 grain elevator.

The United Farmers' Association of Cardston, Alta., will erect an elevator there.

The Standard Elevator Company has sold out to The Goose Lake Grain Company of Winnipeg.

The Farmers St. Rose Elevator, Ltd., of St. Rose du Lac, Man., has been incorporated with a capital stock of \$10,000.

The Jackson Grain Company, Ltd., of Regina, Sask., has given notice of their intention to dissolve as a corporation.

The Farmers' Elevator Company of Broderick, Sask., has been restored to the register of a joint stock company.

The Terminal Grain Company, Ltd., has been granted a license authorizing them to carry on business in the Province of Manitoba.

The Pike Grain Company, Calgary, Alta., contemplates building an elevator at Eckville, Alta. The manager is now selecting a site.

A Saskatchewan charter has been granted the Farmers' St. Brieux Elevator, Ltd., of St. Brieux. The corporation is capitalized with stock amounting to \$10,000.

A new grain elevator is to be built at Port Arthur, Ont., for the Saskatchewan Co-operative Elevator Company of Winnipeg, at a cost of \$450,000. The plant will have a handling capacity of 45,000 bushels an hour. The contract has been let to the Barnett-McQueen Company, Ltd., Ft. William, Ont.

In Alberta the United Grain Growers, formerly the Alberta Farmers' Co-operative Elevator Company, will have 145 elevators in operation in time to handle this year's crop. Last year they handled 16,068,000 bushels of grain through 103 elevators which was the number then in operation, an average of 156,000 bushels per elevator.

## MINNESOTA AND WISCONSIN

Operations have ceased for the time being in the elevator of the Cargill Elevator Company at Dassel, Minn.

Probably a Farmers' Co-operative Elevator Company will be organized at Menahga, Minn., in the near future.

Plans are under consideration by the Farmers Elevator Company of Danube, Minn., for the erection of a new grain elevator there.

A new company has been incorporated at Union Grove, Wis., as the Farmers' Co-operative Elevator Company, capitalized with stock of \$25,000.

A drying plant of from 10,000 to 12,000 bushels' daily capacity has been installed in the Peavey plant of the Globe Elevator Company at Duluth, Minn.

The Independent Elevator of C. E. Jenkins at Marietta, Minn., has been purchased by L. M. Maland who will operate it on his own account.

A new cleaner has been installed in the elevator of the Farmers' Elevator Company of Strandquist, Minn. F. L. Rasmussen is manager of the concern.

The capacity of the elevator of the Monroe Model Mills at Monroe, Wis., has been increased. A 50-barrel mill has also been installed for the company.

One-half interest in the elevator stock and business at Montfort, Wis., owned by Wm. F. Johnson has been secured by Frank Bowers in a trade with Johnson.

Capitalized at \$25,000, the Madison Farmers' Mercantile & Elevator Company was incorporated at Madison, Minn. O. J. Bly and others are interested in the new organization.

Reports state that farmers around Lake City, Minn., are considering the advisability of organizing as a co-operative company and buying and operating a grain elevator in that town.

Incorporation papers have been filed for the Cerealia Company of Milwaukee, Wis., to deal in grain of all kinds and manufacture food products. The company has a capital stock of \$200,000.

The Cleveland Farmers' Elevator Company of Cleveland, Minn., at their yearly meeting held recently elected the following officers: President, Herman Zimmerman; vice-president, Job Lloyd; secre-

tary, E. J. Kramer; treasurer, W. C. Davis. The company decided to build a scale house at the stock yard and make other improvements.

The stockholders of the Farmers' Elevator Company at Peterson, Minn., decided recently to have the elevator connected with city water power and have the entire elevator piped for fire protection.

The South Elevator at Ihlen, Minn., has been purchased by O. T. Johnson, now connected with the Farmers' Elevator. Johnson will operate the plant after his contract with the farmers' company has been filled.

## MISSOURI, KANSAS AND NEBRASKA

A new elevator is under course of construction at Palmrya, Mo.

A warehouse is being erected at Hoskins, Neb., for the Farmers' Union of that place.

The elevator of the Hayes Grain Company of Gladstone, Neb., is undergoing remodeling.

A new grain elevator and mill will probably be built at Potter, Neb., for H. Livingston.

A new engine has been installed in the grain elevator at Cummings, Kan., owned by W. Good.

The Page Bros.' elevator at Detroit, Kan., is now the property of the Hoffman Milling Company.

Numerous improvements have been made recently on the elevator of D. Wort located at Buda, Neb.

New corn cribs have been built at Denton, Neb., for the M. T. Cummings Grain Company of Lincoln.

A corn elevator is being erected at Lorton, Neb., for the Farmers' Elevator Company of that place.

The stock of the Gresham Grain Company operating at Gresham, Neb., has been increased to \$25,000.

The new Farmers' Union Elevator at Glenvil, Neb., is almost entirely completed and ready for operation.

J. A. Graham's grain and feed business located at Ransom, Kan., has been purchased by D. E. Bondurant.

Preparations are being made by the farmers around Howe, Neb., to either build or purchase an elevator in that town.

The elevator owned by C. A. Aikman at Eldorado, Kan., is being operated under lease by the Stevens-Scott Grain Company.

The capital stock of the Farmers' Elevator Company which operates at Assaria, Kan., has been increased from \$6,000 to \$15,000.

The capital stock of the Pittsburg Grain & Elevator Company which was recently incorporated at Pittsburg, Kan., amounts to \$24,000.

Farmers in the vicinity of Surprise, Neb., contemplate organizing a company for the purpose of conducting a farmers grain elevator.

The Harriman Elevator at Green Ridge, Mo., has been purchased by the J. F. Hurley Grain Company. Possession was given on January 14.

Farmers in Clinton County, Mo., are interested in the proposition of establishing a grain elevator to be operated as a farmers' company.

An interest in the Ashland Elevator Company situated at Ashland, Neb., has been purchased by Alvin Adams, formerly of Melia, Neb.

A new office building will probably be built at Inman, Kan., for the Farmers' Elevator Company. L. B. Reimer is president of the concern.

Probably another elevator with a capacity of 15,000 bushels will be built at St. Paul, Kan., for the Farmers' Grain Company of that town.

The Castleton Equity Exchange has been incorporated at Castleton, Kan., to deal in grain. The capital stock of the organization is \$10,000.

The entire plant of the Farmers Elevator Company at Chappell, Neb., with the exception of the mill is to be run in the immediate future by electric motors.

Lars Larsen recently sold his interest in the Farmers Elevator Company at Cordova, Neb., and then donated the proceeds of the sale to the Red Cross.

The McGuire Elevator site at Omaha, Neb., has been purchased by George and Ed. Stoltenberg. The new owners will improve the location for business purposes.

The elevator of I. N. Meyers at Friend, Neb., has been sold to the Central Granaries Company of Lincoln. Possession was given on January 10 to the new owner.

The Farmers' Clearing House Company of Warrensburg, Mo., has been incorporated capitalized at \$10,000. The company will deal in grain, general merchandise, etc.

H. E. Anderson and others have filed incorporation papers for the Farmers' Union Co-operative Association of Hildreth, Neb. The capital stock of the organization is \$25,000.

The charter of the Farmers' Elevator & Grain Company located at Sweet Springs, Mo., has been

amended increasing the capital stock of the concern from \$10,000 to \$15,000.

The Larabee Elevator at Belpre, Kan., has been leased by A. B. Dougan.

The Farmers Union contemplates the erection of a new elevator in the near future at Everest, Kan.

The Roller & Jennings Elevator situated at Bird City, Kan., has been purchased by the Equity Union.

The elevator of the Patterson Milling Company at Hudson, Kan., has been reopened with C. W. Henry as manager.

The plant of the Cody Coal, Lumber & Grain Company at Crookston, Neb., has been purchased by the Crookston Lumber Company.

The elevator of the Farmers' Elevator Company situated at Smith Center, Kan., has been torn down and plans have been made for the erection of a new establishment to replace it.

The Billard Mill in North Topeka, Kan., has been purchased by the Derby Grain Company which operates in Topeka. They will operate the plant as the Central Mill & Elevator Company.

An interest in the elevator of G. G. Wieched at Robinson, Kan., has been sold to the Aunt Jemima Milling Company. In the future the plant will be operated as the Robinson Grain Company.

The Stockham Grain Company has been incorporated at Hastings, Neb. The capital stock of the company is \$100,000. E. Stockham, W. M. Lowman, E. A. Lucke and L. M. Stockham are interested.

The interest of J. A. Schoenthal in the grain and lumber business of J. A. Schoenthal & Co., at Cook, Neb., has been purchased by A. A. Tanner & Co. H. R. Proudftt will act as manager for the new owners.

The Farmers' Co-operative Elevator Company has filed incorporation papers and will engage in business at Emerald, Neb. John Becker is interested in the company which is capitalized with stock of \$25,000.

The grain, coal, implement and livestock business of J. A. Kirk located at Culbertson, Neb., has been purchased by J. J. Jennett and J. Brantley. The new owners will operate at that place as Jennett & Brantley.

The Farmers' Elevator Company at Tecumseh, Neb., is undecided as yet whether to build a new elevator or purchase one already located there. The farmers expect to capitalize with stock amounting to \$12,000.

T. L. Carroll, W. T. Carroll, L. C. Carroll and G. H. Wilkins have incorporated as the T. L. Carroll Company at Gothenburg, Neb., capitalized at \$50,000. The company will deal in grain, lumber, coal and other materials.

Incorporation papers have been filed for the Farmers' Union Co-operative Exchange of Leigh, Neb., with capital stock totaling \$20,000. R. J. Kemp, H. J. Littleman, Henry Feye, C. O. Brown and Fred Daniels are interested.

The grain and lumber business of T. C. Wilson at Walton, Neb., has been purchased by the recently organized Farmers' Co-operative Grain Company which is capitalized with stock amounting to \$25,000, \$10,000 of which has been paid up.

The Bertrand Mercantile Grain Company of Bertrand, Mo., has placed its order with the Burrell Engineering & Construction Company for a new 50,000-bushel cribbed elevator. It will be equipped with sheller, cleaner, automatic scale, etc.

The Bowersock Mill & Power Company of Lawrence, Kan., has purchased the elevator at Sterling, Kan., which belonged to the late H. M. Lloyd. A. B. Zimmerman is manager of the plant. Improvements are being made and a new office building erected.

Application has been filed by the manager of the People's Elevator Company of Butler and Rich Hill, Mo., for a lease on the company's right-of-way at Hume, Mo., on which it will erect a grain elevator and feed mill. Manager Barr has also purchased the hay barn and property of the Carlisle Hay & Grain Company and will deal in hay.

The Goerz Milling Company of Newton, Kan., has placed its contract with the Burrell Engineering & Construction Company of Chicago, for a 50,000-bushel grain elevator and a 1,500-barrel mill building. Both structures will be built of reinforced concrete. The machinery equipment will be furnished by the Nordyke & Marmon Company.

THE complaint of the Omaha Grain Exchange filed with the Interstate Commerce Commission alleging that the Great Northern and other roads discriminated against Omaha by refusing to move grain from South Dakota stations without reshipment under a rule forbidding cars to leave the owner lines has been dismissed. Government control of the railroads has removed this condition.

THE request of the Western Canada grain men that increased freight rates on wheat authorized by recent judgment of the Board be not brought into effect until after June 1, 1918, has been granted by the Railway Commission of Canada.



# ASSOCIATIONS

## CONVENTION CALENDAR

February 19-21—Farmers Grain Dealers Association of Minnesota, Minneapolis.  
February 21-23—Farmers Grain Dealers Association of Ohio, Toledo.  
February 26-27—Missouri Grain Dealers Association, St. Louis.  
March 5-7—Farmers Grain Dealers Association of North Dakota, Bismarck.  
April (date to be announced)—Western Grain Dealers Association, Ft. Dodge, Iowa.  
June 18-20—American Seed Trade Association, Chicago.  
July 9-11—National Hay Association, Cleveland, Ohio.  
September 23-25—National Grain Dealers Association, Milwaukee, Wis.

## MEETING OF INDIANA DEALERS

In spite of the blizzard that threatened all transportation the meeting of the Indiana Grain Dealers Association at Indianapolis on January 15 and 16 was one of the best in the state's history. In his opening address, President J. S. Hazelrigg called attention to some of the new conditions and that our Government institutions are laboring hard to increase grain production, but that grain dealers can do much. He illustrated this from his own experience:

I have one elevator that received one car of wheat during the crop two years ago and one-half of that was old wheat that was raised during the year before. We received 60,000 to 70,000 bushels of wheat at another elevator, and saved one large bin for seed, placing the best wheat that we took in in this special bin. Then we got in touch with the farmers at the station where we received only the one car of wheat and told them they could have all the seed wheat they wanted at cost and we would re-clean it for nothing in order to get them interested again in raising wheat. The haul was about 8 miles, and through this little effort on our part about 25,000 bushels of wheat were grown tributary to this elevator last year.

### SECRETARY RILEY'S REPORT

Secretary C. B. Riley gave an interesting report in which he showed that the Association had gained in membership 36 during the year, bringing the total to 350. Under the head "Important Problems," he said:

During the year just closed the Association has had many very important problems with which to deal. Early in the season the present wheat grades were promulgated by the Department at Washington and they developed a general demand for conferences and local meetings, where they could be studied and discussed. We held such meetings in many parts of the state, and insofar as we were able, tried to impress upon the trade the absolute necessity for careful and strict grading under the rules. We are glad to know that many realized the importance and the necessity for doing this and they now have no cause to regret their efforts; others took a different view and some could not get the appliances with which to make the tests, hence they met with many obstructions in marketing their grain and in some instances much loss resulted.

Much complaint was made against the grades, especially the moisture requirement for No. 2 wheat. A strong effort has been made to show the Department that the maximum moisture content of No. 2 Red winter should not be less than 14 per cent. In connection with others from this state we attended the recent hearing at Chicago, as well as other hearings on the grades question, and filed our petition and reasons for the change, and have reasons to believe the showing made justifies a higher moisture content which may be anticipated in time for the movement of the 1918 crop.

The Food Administration has brought sharply to the attention of every grain dealer the necessity for handling grain under definite rules and margins of profit.

Treasurer Bert A. Boyd gave his report, showing a balance on hand of \$1,723.96.

President Hazelrigg appointed the following committees: Resolutions: O. J. Thompson, Kokomo; E. K. Sowash, Middletown; C. A. Stevenson, Frankfort. Nominations: Chas. A. Ashpaugh, Frankfort; J. J. Batchelor, Sharpville; Wm. Nading, Greensburg. Auditing: Fred Heinmiller, Percy Brafford and P. M. Gale, Indianapolis.

### GRAIN TRADE PROBLEMS

L. W. Forbell of New York, gave the following address on "Grain Trade Problems":

The present situation in the grain trade is one without parallel in its history. All former recognized standards for doing business, either have been cast aside altogether, or have proved so inadequate to cope with the changed conditions arising from the war, as to make their further use without radical readjustment an impossibility. It is to this task that the trade is now applying itself.

To the everlasting credit of the grain trade, its hearty co-operation with the Government Food Administration was cheerfully given and without reluctance, though the sacrifices entailed have been great. The patriotism shown by the grain exchanges and the grain dealers generally of the country, in promptly expressing their loyalty by subserving their interests to those of the Government, deserves commendation, and the individual action of a number of our most prominent merchants who have cheerfully disassociated themselves from active and lucrative businesses, to give their services to the Government without remuneration, is an example of the spirit that prevails throughout the trade.

All sections of the country are represented by them, thus giving assurance of wise and practical administration of grain affairs.

The recent conference at New York between Mr. Julius Barnes and the various interests as represented by officials of the Grain Dealers National Association, the chairmen of its five special committees, other representatives and the Council of Grain Exchanges, did not suggest that there were any new plans for grain control in contemplation, but rather reviewed the situation and gave to those assembled a clearer and decidedly better understanding of the wonderful results achieved in the then three months' operation of the Grain Corporation.

### Trade to Resume After War.

At the annual meeting of the Grain Dealers National Association, held at Buffalo last September, the promise of the Food Administration, through Mr. Barnes, to give back to the grain trade immediately after the conclusion of the war, its business in as near its former condition as possible, was made in entire good faith and this statement should be relied upon, as all control through the Grain Corporation will cease at that time.

Much depends, however, upon the duration of the mighty struggle now in progress, for none can doubt that its prolongation may necessitate further radical departures, from which its rehabilitation may be brought about slowly, with more than a possibility of its business being conducted on lines differing greatly from those with which we have heretofore been accustomed. What concerns us most, however, at this time, is how to meet each new condition successfully as it arises and so continue until the end of the war.

There will undoubtedly be new legislation introduced in the present Congress for the granting of additional powers to be used in the conduct of the Food Administration. We can only hope and trust that their application under the leadership of Mr. Hoover, and with the able direction of Mr. Barnes, the administration of them will cause the least possible disturbance in the conduct of the grain business.

### Transportation.

It is more than a matter of deep regret that the railroad transportation systems have been unable to cope with the enormous strain put upon them by the country's commerce, but now that they are under Government control, it is to be hoped that their efficiency of operation will be improved to an extent whereby our large, but poorly conditioned corn crop may be safely marketed. The needs of our Allies in this respect are large and pressing, but export business is marking time until the now serious car shortage has been relieved and more vessels are available at the seaboard to transport the grain abroad.

Taken from the standpoint of the present, the outlook is not an encouraging one. We are experiencing the most severe winter of years and this has greatly handicapped the railroads in their efforts to relieve congestion at a time when it has been the greatest in the history of railroading.

The shortage of ships at Eastern ports, their inability to obtain coal and which last week was the cause of preventing sailings of 136 steamers from the port of New York alone, is, in itself, one great cause for the present car shortage at the west, which cannot properly be relieved until the thousands of loaded cars at Eastern terminals can be unloaded and returned.

The Food Administration is doing everything possible to provide equipment for the use of the great corn belt, so that a more rapid marketing of both corn and oats can take place. Reports indicate that progress in this respect is being made, despite the unfavorable conditions I have cited.

### Wide Margin for Soft Corn.

Right here, let me impress upon you that the prices you pay for corn should not be based on high market quotations, when practically no part of the corn in Indiana, or the Central West will meet the grade.

I am informed that losses have already occurred through injudicious buying.

As we approach the danger season, margins will have to widen, in order to avoid further losses, which are sure to follow on account of deterioration. It is asserted that the artificial drying of corn from this crop will far exceed in amount that of any previous crop and this will be absolutely necessary in order that many millions of bushels that must of necessity be marketed, may be saved and waste prevented.

According to Government figures the corn crop of 1917 exceeded in amount that of any previous year, but the results of grading at primary markets to date indicates that the amount of merchantable corn will be surprisingly small considering the record size of the crop. The exporter will buy only a good grade of corn, such as No. 3 or better, as any grade lower than that cannot safely withstand an ocean voyage, to say nothing of the delays incident to its transportation to the seaboard.

I mention this to caution you against purchases of the No. 4 grade with the intention of shipping the same east or elsewhere, expecting that it will be applied against sales of No. 3 corn at a discount, or that it might be used by exporters. This would be a grave mistake, however well intentioned, even though it arrived in good condition, for its only possible use in quantity would be by a local industry, or if for export, the discount would have to be at a rate sufficient not only to provide ample margin for cost of drying and shrinkage, but to leave a profit for the buyer large enough to afford an adequate return for the trouble and risk assumed. In either event the discount would be heavy and the returns to the shipper decidedly disappointing. It is hardly necessary to utter this warning to experienced grain men, but it is timely, nevertheless.

### The Oats Situation.

All authorities agree about the size and quality of the oats crop, but its marketing has been delayed by lack of cars and railroad congestion, until now Eastern markets are bare of supplies and a serious situation exists. Exports of this commodity have been free considering the movement, though they total below those of a year ago and the foreign demand at times somewhat erratic is expected to continue throughout the crop year. As in other commodities, a lack of vessel room has restricted the amount exported.

To sum up briefly, the matter of marketing the 1917 crops of grain is one principally of railroad trans-

portation. The bulk of the crops, with the exception of wheat, remains in the farmers' hands and cannot seek their natural trade channels until the vise-like grip of winter has been loosened, and it is possible to so conduct railroad operations in a manner that will utilize to the highest degree of efficiency the facilities now in the hands of the Government. In order, however, to bring this about we must have ships aplenty available at the seaboard to relieve and avoid congestion there, but, above all, and without which all efforts would prove fruitless, there must first be supplied that prime necessity of all commerce, namely, coal.

Following Mr. Forbell's address a general discussion was held in which the fact was brought out that wheat had taken on moisture during the winter, and that 58-pound—13½ to 14 per cent moisture was a fair No. 2 soft wheat.

## WEDNESDAY MORNING SESSION

W. P. Carrol, Federal grain supervisor at Chicago, spoke on the grain standards, calling attention to the necessity of fixing dockage and of even loading of cars. The discussion following brought out the sentiment that inspection certificates should show the nature of dockage.

H. A. Foss, weighmaster of the Chicago Board of Trade, made many valuable suggestions toward the care of scales, illustrated with lantern slides.

## WEDNESDAY AFTERNOON SESSION

F. S. Griffin and Ernest Wannamacher of Philadelphia, representing the Food Administration, explained the new elevator agreement and answered many questions that were asked. They stated that all unfilled permits to buy wheat were cancelled and that hereafter the Food Administration would direct the distribution of every bushel of wheat.

### RESOLUTIONS

The following resolutions were adopted:

#### Protest Against Corn Embargo.

We, the Indiana grain dealers in Convention, wish you to protest to the Director General of Railroads against discriminatory orders on corn shipments, and all orders against the free and untrammelled movement of corn, and urge the immediate withdrawal of recent embargoes ordered. On account of the unprecedented condition of the present corn crop, containing as it does, from 23 to 40 per cent moisture. This is from 10 to 20 per cent excess of an average crop. And if farmers are not permitted to market their corn now by forwarding it to terminals equipped with dryers, or put into quick consumption while weather conditions permit, millions of bushels of Indiana corn will be a total loss, as 85 per cent of the Indiana corn surplus still remains on the farms.

We suggest the immediate appointment of a special director to handle the transportation of grain.

#### 14 Per Cent Moisture in Wheat.

Whereas, It is well understood that wheat of 14 per cent moisture will carry and handle without getting out of condition, therefore,

Be It Resolved; That we earnestly petition the Grain Standardization Office of the Department of Agriculture to place the maximum amount of moisture in No. 2 red wheat at not less than 14 per cent.

#### Should Give Nature of Dockage.

Whereas, We approve of the dockage system in general, we believe that there should be some method devised whereby we shall receive compensation for the value of said dockage, therefore,

Be It Resolved; That we recommend that the inspector's certificate, in addition to showing the percentage of dockage, should also state of what said dockage consists and the Discount Committee name the value of same.

#### Lower Test Weight for Wheat.

Whereas, The test weight of 59 pounds for No. 2 red wheat is at least one-half pound more than the greater part of Indiana wheat will weigh and we feel that this requirement is inflicting a hardship on the producers, therefore,

Be It Resolved, That we recommend the test weight of 58½ pounds be used for No. 2 red wheat, instead of 59 pounds.

## NOMINATIONS

The report of the Nominations Committee was adopted and the following officers were declared elected: President, Bennett Taylor, Lafayette; vice-president, E. K. Shepperd, Indianapolis; Board of Managers, P. E. Goodrich, Winchester; J. M. Coucher, Bennett's Switch; James Barr, Earl Park.

## THE BANQUET

At the banquet given by the Board of Trade in the evening the principal speakers were W. H. Hays, chairman of the State Council of Defence; George Ade and Captain A. Leys Brown of the British-Canadian Recruiting Mission.

## BEAN JOBBERS OF MICHIGAN MEET

Michigan Bean Jobbers Association responded with a good attendance at the meeting in Detroit on January 31, in spite of the cold weather. N. F. Simpson of Detroit made the address of welcome which was responded to by E. D. Wellman of Grand Rapids. In the absence of President W. J. Orr, who was ill at the sanitarium at Battle Creek, Fred Welch directed the meeting.

Governor Sleeper of Michigan addressed the meeting promising the protection of the state against I. W. W.'s and alien enemies for all bean plants, for it is his desire that all business in the state shall remain as nearly normal as possible.

Francis G. Ferrin, secretary of the New York Bean Jobbers Association, represented his president, E. E. Doty, inviting the closest co-operation between the two associations.

A discussion was held relative to the meaning of the term "dry beans" in army specifications and the conclusion was reached that good beans, even with a high moisture content would be acceptable but President Orr was instructed to ascertain the facts in the case. The limited drying capacity of the state makes it essential that the moist and slightly frosted beans get to the canners as soon as possible.



W. T. Biles of Saginaw, treasurer, reported a membership of 342 and a prosperous financial condition.

#### MISSOURIANS TO MEET IN ST. LOUIS

The annual meeting of the Missouri Grain Dealers Association will be held at St. Louis on February 26 and 27. The program is in line with a war convention, and there will be considerable inspiration spilled by notable speakers. But there are also many questions of grave and immediate interest effecting the daily business of the elevator that will have careful consideration. The meeting will be the most important and interesting that this young but energetic association has had.

#### MEETING OF COUNCIL OF GRAIN EXCHANGES

The annual meeting of the Council of Grain Exchanges was held in Chicago on January 17. President J. R. Mauff outlined briefly the work of the year in which it was shown that the services of the Council were of the greatest importance to the trade in guiding the Food Administration.

Secretary J. Ralph Pickell told of the work of his office. He recited the discontinuance of the Crop Improvement Committee and the turning over to Bert Ball of the *County Agent*. His financial statement, afterward corroborated by Treasurer John W. Snyder and the Auditing Committee, showed a balance of \$1,607.

The co-operation of the Council with the Food Administration was discussed by Mr. Pickell, as follows:

Before Mr. Herbert Hoover, the Food Administrator of the Government, had arrived from Europe, the Council of Grain Exchanges called a special meeting which was held at Washington on May 4, to provide for the appointment of a committee whose services were to be tendered to the Government in behalf of the grain trade without cost. The exchanges, acting upon the call, assembled in Washington and chose a committee of six, as follows:

Julius H. Barnes, New York, representing the Atlantic Coast. Robert McDougal, Chicago, representing the Central West. D. F. Piazek, Kansas City, representing the West and Southwest. Alfred Brandeis, Louisville, representing the South. M. H. Houser, Portland, Ore., representing the Pacific Coast. Frederick B. Wells, Minneapolis, representing the Northwest.

The committee was formally organized with Mr. Julius H. Barnes of New York as its chairman. The services of the committee were tendered to the Department of Agriculture, and Dr. B. T. Galloway, in behalf of the Secretary of Agriculture, officially recognized the committee as being the accredited representatives of the grain trade interests of the country.

Meanwhile, Mr. Hoover returned from abroad and was appointed Food Administrator by the President. The committee immediately got in touch with Mr. Hoover and as a result of two conferences, presented a plan for handling the grain business of the country and likewise tendered its services to the Food Administration. Mr. Barnes, Mr. Piazek and Mr. Houser were drafted into Government work, so that three of the members of our committee of six drafted by the Government recently resigned, and Pres. Mauff appointed in their stead Geo. S. Carkener of Kansas City; J. Ward Warner of New York, and C. A. Magnuson of Minneapolis. Mr. F. B. Wells of Minneapolis, also in the service of the Government, resigned. Mr. Houser is still a member of the committee. Mr. Robert McDougal of Chicago was made chairman of the committee at a recent meeting in New York. The committee has held itself ready at all times and at its own expense, to advise with the Government officials, and it has been extremely anxious to render the best possible service to the Government.

The Council, therefore, at this time, may take some pride in the fact that it was the first organization of any kind to meet in Washington and to tender its services to the Government upon our declaration of war. It may also be proud of the fact that four of the six members of its original committee have been officially recognized by the U. S. Government.

Commenting on the proposal to discontinue the Council until after the war, Mr. Pickell said:

The Council of Grain Exchanges has brought the members of the various Exchanges together, and through the interchange of opinions and expressions of mutual confidence, it has lifted the standards of those organizations, and has thereby protected the weak as well as the strong. If the achievements of this organization are to come to naught, if the time has come in grain trade history, when the exchanges are willing to relinquish their rights; if the economic system which has been so vigorously defended is wrong, then surely this is the time to disband the Council of Grain Exchanges and to proclaim to the world through its abandonment that the Grain Exchanges are no longer able to face the force of public opinion, that our members are timorous of recognition in public legislative places, and that it is necessary for us to hide behind the cloak of an organization reputed to be more closely allied to the farmers.

I heartily agree with those who assert that too many committees have proceeded to Washington, but I shall not admit that the Council has been represented there out of season. The commendatory words spoken by Mr. Hoover to the members of our committee in Aid of National Defense, and his complete approval of the program which it submitted is evidence enough for me as to the views of the Food Administration regarding the Council.

I for one believe with all the conscience and mentality which I possess that the Exchanges are either good or bad, that they either render a service of economic value to the country which deserve official or unofficial recognition or they should be abandoned. If we are right, then let us stand for what we conceive to be a useful purpose in grain distribution. If we are wrong, then let us abandon the Council and tie our tail to some other kite.

This view was afterward embodied in a resolution.

The Nominating Committee's report was adopted and the following officers were declared elected: President, John H. McMillan, of Minneapolis; first

vice-president, William N. Eckhardt, of Chicago; second vice-president, F. C. Vincent, of Kansas City; third vice-president, Nesbit Grammer, of Buffalo; treasurer, John W. Snyder, of Baltimore.

Executive Committee: J. L. Messmore, St. Louis; L. W. Forbell, New York; W. T. Cornelison, Peoria; M. L. Jenks, Duluth; E. P. Peck, Omaha, and H. M. Stratton, Milwaukee.

In the evening a banquet was held at which about 200 were present. Julius H. Barnes, president of the Food Administration Grain Corporation, was the guest of honor and delivered an address in which he reviewed all that had happened in food control matters and some of the plans of the future.

The big problem, toward which all else was but means to an end, he stated as follows:

The three-year pre-war importations of wheat in the countries of our Allies today amounted to 380,000,000 bushels annually. The deficit in this year's production of wheat in our Allies' countries below that of their three-year pre-war average production, was 330,000,000 bushels. Reduce their consumption as they could, it seemed probable they would call on us for about 600,000,000 bushels of wheat, we and the rest



PRESIDENT JOHN H. McMILLAN  
Minneapolis, Minn.

of the world. There existed a surplus larger than that in the grain producing countries, but on account of transportation conditions most of the burden must fall on us.

You have the right to know that they are doing their share to reduce the wheat call on the world. The average consumption in England per capita of wheat was six bushels. They are building their program this year on an anticipated consumption of 4.3 bushels. In Italy their per capita consumption was seven and a fraction bushels. They are building on an anticipated consumption of 4.2 bushels. The average consumption of wheat per capita before the war in France was 8 bushels. They are building this year's program on an anticipated consumption of 4.1 bushels. They are doing their part to find substitutes to reduce the consumption of wheat in their country. They are calling on us for the wheat product which they must have to absorb those substitutes. They must have flour which will bind together the food in such form that they can transport it and use it.

Our average consumption per capita for a term of years before the war was 5.2 bushels. We have every confidence in asking the American people this year to be conservative and by substitution enables us to reduce that to 3.8 bushels. That is to say that America, the greatest wheat producing country in the list, will reduce its home consumption to the lowest in the list, and that is the responsive Democracy under voluntary co-operation—the response they cannot make by autocratic legislation and control.

In closing, President A. Stamford White of the Board of Trade, responded to Mr. Barnes and again emphasized the responsibility of the grain trade.

#### NEW DEMURRAGE RULES IN EFFECT

Director General W. G. McAdoo put into effect on February 10, Order No. 7, covering the changes in demurrage rules and charges, as follows:

All carriers by railroads, subject to the jurisdiction of the undersigned, are hereby ordered and directed forthwith to publish and file, and to continue in effect until further order, tariffs in the form shown in the attached appendix, effective February 10, 1918, wherein demurrage rules, regulations, and charges shall be changed so as to provide:

- (1) Forty-eight hours (two days) free time for loading or unloading on all commodities.
- (2) Twenty-four hours (one day) free time on cars held for any other purpose permitted by tariff.
- B. That the average agreement rule be permitted, but that it apply solely to cars held for unloading.
- C. That under the average rule the number of days on which debits accrue be made four instead of five.
- D. That the demurrage charge on all cars, after the expiration of the free time allowed, be \$3 for each of the first four days, \$6 for each of the next three days, and \$10 for each succeeding day.

E. That the bunching rule be reinstated with the following change in paragraph 2:

Cars for unloading or reconsigning.—When as the result of the act or neglect of any carrier, cars originating at the same point or at intermediate points moving via the same route and destined for one consignee, at one point, are hunched at originating point, in transit, or at destination, and delivered by the carrier in accumulated numbers in excess of daily shipments, the consignee shall be allowed such free time as he would have been entitled to had the cars been delivered in accordance with the daily rate of shipment. Claim to be presented to carriers' agent within 15 days.

These charges will supersede all those named in any existing tariffs applicable to carload freight except:

1. Cars loaded with live stock.
2. Empty cars placed for loading coal at mines or mine sidings or coke at coke ovens and cars under load at mines or mine sidings or coke at coke ovens.
3. Foreign export freight awaiting ships at ports.
4. Coal for transshipment at tidewater or lake ports.

5. Empty private cars stored on railroad or private tracks, provided such cars have not been placed or tendered for loading on the orders of a shipper, and specifically contemplate the cancellation of all conflicting provisions of existing tariffs.

Upon my request the Interstate Commerce Commission has issued Fifteenth Section Order No. 300, authorizing the filing of tariffs to accord with the appendix hereto and to become effective February 10, 1918, on one day's notice.

Carriers shall immediately file said tariffs with appropriate state commissions or other state authorities. Order No. 3 is hereby withdrawn and canceled.

#### SMALL GRAINS SHRINK SLIGHTLY IN STORAGE

Oats, wheat and rye will generally shrink but little in storage for a year and in some seasons will not lose in weight. Corn will gradually lose in weight from November until about August 1, after which it will take up some moisture in the fall months.

Oats gained in weight in a year nearly 1 per cent in tests conducted for 5 years at the Ohio Experiment Station. Forty bushels was stored in a small bin in a granary in August and the next year was reweighed. Wheat lost 2 per cent in a year when stored in the same manner, and rye lost about 3½ per cent.

Moisture determinations made each month showed that the content of water in these small grains fluctuates but slightly. They usually contain 12½ to 14½ per cent moisture.

#### ANNUAL REPORT OF MILLERS MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

Despite heavy losses by fire, the annual report of the Millers Mutual Fire Association of Illinois, recently issued by Secretary G. A. McKinney of Alton, Ill., was generally received with satisfaction by the policy holders. Notwithstanding abnormal conditions an excellent growth was shown as may be gathered from the following statement of assets and liabilities:

ASSETS		Market Value.
Bonds.	Par Value	
School Bonds .....	\$234,950.00	\$241,186.00
Municipal and County Bonds.	253,500.00	255,450.00
Railroad Bonds .....	70,000.00	54,200.00
Drainage District Bonds....	24,000.00	25,590.00
Special Road Bonds.....	29,000.00	28,660.00
U. S. Government Liberty Loan bonds .....	70,000.00	70,000.00
Total .....	\$681,450.00	\$675,086.00
Farm Mortgage Loans.....	15,250.00	15,250.00
Real Estate (Office Building).....		10,000.00
Interest Accrued .....		13,527.44
Premiums, Assessments and Agents Balances Unpaid .....		46,115.25
Assessments Accrued .....		73,671.32
Cash in Banks.....		59,329.12
Cash in Office.....		50.00
Inspector's Balances, Deposits, Etc....		1,056.25
Total Cash Assets.....		\$894,085.38

LIABILITIES		
Reserve for Re-Insurance.\$	188,068.16	
Reserve for Taxes and Miscellaneous Items....	10,000.00	
Unpaid Losses, including Estimates .....	33,778.74	
Guaranty Deposits .....	61,956.56	
Total Liabilities .....	\$ 293,803.46	\$ 293,803.46
Net Cash Surplus.....		\$ 600,281.92

COMPARATIVE RECORD		Dec. 31, 1916.	Dec. 31, 1917.
Total Amount of Insurance in Force .....	\$34,010,102.93	\$41,203,020.59	
Total Amt. Cash Assets..	729,266.10	\$94,085.38	
Net Surplus .....	540,077.68	600,281.92	
Premium Notes and Contingent Liabilities in Force .....	2,742,244.67	3,192,863.25	
Losses Incurred .....	230,430.77	318,918.80	



# FIRES—CASUALTIES

Lamont, Neb.—The Farmers Elevator was burned with loss of \$12,000.

Winnipeg, Man.—The Crown Elevator Company's plant at this point was destroyed by fire.

Independence, Kan.—The feed and flour establishment owned by Geo. Bowen was burned.

Ashley, Ohio.—H. M. Conger's grain elevator and flour mill was destroyed entailing a loss of \$50,000.

Scranton, Iowa.—A quantity of grain was spilled when an oat bin at the Farmers Elevator here gave way.

Bad Axe, Mich.—Fire destroyed one of the storehouses of the Bad Axe Grain Company on January 28.

New Castle, Pa.—F. W. Hutchinson's feed and flour warehouse burned. The loss amounted to \$10,000.

Indianapolis, Ind.—The warehouse of William Rouse & Son was destroyed by fire in the month of January.

Renville, Minn.—With \$30,000 loss, the Farmers Elevator here burned. The company, it is reported, will rebuild the plant.

Syracuse, N. Y.—The plant of the General Feed & Flour Company was damaged by fire not long ago. The cause of the blaze is unknown.

Belle Plaine, Wis.—The elevator of Peterson & Sons burned. The loss is estimated at \$11,000. About \$1,000 insurance was carried.

Hawley, Pa.—Fire starting in the feed storehouse owned by E. Volger caused losses of \$60,000 to the plant and adjacent buildings.

Watauga, S. D.—Fire of incendiary origin destroyed the Columbia Elevator recently. The elevator contained 7,000 bushels grain.

Lisbon, N. D.—With about three carloads of grain, the Great Western Elevator located here burned. The fire was of unknown origin.

Cleveland, Ohio.—The grain elevator owned by the Lake Shore Elevator Company was damaged by fire, the loss being estimated at \$2,000.

Akron, Iowa.—An attempt was made to burn the J. W. Hedges Elevator but which was frustrated by a watchman. The elevator has a capacity of 30,000 bushels.

Sisseton, S. D.—The Batterberry-McGee Grain Elevator was destroyed completely by fire together with 800 bushels of grain. The loss was covered in part by insurance.

Bowling Green, Ohio.—Painful and serious injuries were received by A. Hastings when he was

caught in the elevator shaft of the Royce & Coon Grain Company's elevator.

Lexington, Ky.—The warehouse occupied by J. H. & D. J. Hanley Feed Company burned recently. James G. Adams was the owner of the building. The loss amounted to \$5,000.

McCall, Ill.—A small fire occurred in the elevator of A. H. Davis & Co., which might have resulted in the destruction of the entire elevator had it not been for timely discovery.

Gaines, Mich.—A loss amounting to \$500 was sustained when the Jackson Elevator here caught fire on February 4. The fire started, it is believed, in the engine room, cause unknown.

Fairgrove, Mich.—Fire destroyed the elevator of F. H. Richardson & Co. The building contained at the time 4,000 bushels beans and 1,000 bushels wheat. The loss is estimated at \$30,000.

New Canton, Ill.—The Sny Island Seed Growers' Association's building was damaged by fire. The plant contained 11,000 bushels of corn. The loss amounted to \$20,000 with \$11,000 insurance.

Philadelphia, Pa.—Slight damage was caused in the Keystone Elevator by fire which started from a spark from machinery igniting some grain. Automatic sprinklers saved the entire plant from destruction.

Sheffield, Ill.—The Farmers Elevator here was destroyed by fire, the origin of which is not known, together with a considerable quantity of grain. The loss is estimated at \$40,000, partially covered by insurance.

Albertville, Wis.—The Stark Company's elevator was destroyed by fire caused by an overheated stove in the potato warehouse. The grain on hand was saved although all the potatoes in storage were destroyed, loss amounting to \$10,000.

Gackle, N. D.—The George Deutscher Feed Store, the Farmers' Elevator and several other buildings were destroyed in a fire which is believed to have been of incendiary origin on February 5. The loss is estimated at between \$12,000 and \$15,000.

Beresford, S. D.—One end of the Morrill-Robertson Elevator gave way and scattered about 10,000 bushels oats over the ground. On the same day the Reedy Elevator in the same town narrowly escaped being destroyed by fire which was caused by a hot box.

Milwaukee, Wis.—The grain elevator and warehouse owned by the Francis Duhne Milling Company burned on January 26. The elevator contained 40,000 bushels barley and malt. The grain was valued at \$30,000 and total damage was estimated at \$50,000, covered by insurance.

# OBITUARY

BACON.—The death of Jasper N. Bacon occurred at his home in Hanover Center, N. Y., late in January. He was in his 75th year. Mr. Bacon was for years the representative of the Invincible Grain Cleaner Company of Silver Creek, N. Y., at Indianapolis, Ind., but had retired from active work over 15 years ago. He had a wide acquaintance and was highly esteemed among the grain dealers and millers of the Central States as well as in Canada.

BETCHER.—Emil G. Betcher died on January 12 from heart trouble. Mr. Betcher was manager for the Farmers' Elevator Company of Ada, Minn.

COOPER.—Following a short illness, William H. Cooper, one of the founders of the Indianapolis Board of Trade, died on January 5 at his home in Indianapolis, Ind. Mr. Cooper was a pioneer grain dealer of that city and had been a member of the Board of Governors of the Indianapolis Exchange for 28 years. He was born in New Bethel in 1841 and at the age of 16 entered the employ of W. P. Gallup, pioneer grain dealer. He is survived by his widow and a son.

DUDDEY.—After a short illness from pneumonia, John Dudley, one of the oldest and best known hay inspectors in the country and chief hay inspector at St. Louis, Mo., died there at his home. Further details are to be found elsewhere in this issue.

FREDERICK.—Henry Frederick died at his home in Greenwich, Conn., leaving a widow, four sons and one daughter. He was founder of the Westchester Grain Company of Port Chester, N. Y. The deceased was 74 years old.

GEIST.—Aged 87 years, Christopher F. Geist died recently at Chicago, Ill. He had been engaged in the grain and feed business for many years as C. F. Geist & Sons, now conducted as the Geist Bros. Company, by his two sons.

HANNAHS.—Truman K. Hannahs died not long ago at East Orange, N. J. He was the owner of the Empire Feed Company.

HOBART.—R. D. Hobart died at Tampa, Fla., recently at age of 66 years. He was president of Williams & Co., feed dealers, and was the first man to perfect a balanced ration for animals. His widow and a daughter survive him.

JOHNSON.—After several weeks illness, John Johnson died at an Iowa City, Iowa, hospital at the age of 44 years. Mr. Johnson was chief buyer for the Heinz Grain Company. The deceased lived at Belmond.

MEYERDIRCK.—Martin Meyerdirck, a member of the Baltimore Chamber of Commerce, died at Baltimore recently.

McDOWELL.—Aged 86 years, Samuel C. McDowell died at Washington, D. C. He was president of McDowell & Sons, grain and feed dealers. Four children survive Mr. McDowell.

MORRIS.—The death of F. R. Morris, former member of the Milwaukee Chamber of Commerce, was recently announced. Mr. Morris died at Thermopolis, Wyo. He was the inventor of the Morris Grain Drier which has been installed in some of

the largest elevators in this country. Mr. Morris disposed of his membership in the Milwaukee Chamber of Commerce in October of last year when he removed to Wyoming to devote his time to the large ranch which he owned there.

ROGERS.—Colonel George D. Rogers, a pioneer grain dealer of the Northwest and one of the founders of the Minneapolis Chamber of Commerce, died on February 11 at the age of 89 years. Colonel Rogers was secretary of the Exchange which he helped to organize during the year 1881 and then from 1893 until 1905. He was a veteran of the Civil War where he won the rank of Colonel.

SMITH.—L. L. Smith, formerly a member of the Chicago Board of Trade, died recently at his home in Evanston, Ill., from pneumonia.

STEWART.—At the age of 70 years, Alexander Stewart, president and general manager of the Monarch Elevator Company and well-known on the Minneapolis Chamber of Commerce, of which he was a member, died at his home in Minneapolis, Minn., on February 1 after an illness of 10 weeks' duration. Mr. Stewart had been a resident of the state of Minnesota for 63 years and a resident of Minneapolis for 29 years.

STRATTON.—Prescott B. Stratton died on January 7, after a lingering illness, at Milwaukee, Wis. He was traffic manager for Donahue-Stratton Company of that city.

SUMNER.—At the age of 68 years, Wilder E. Sumner died on February 1 at Buffalo, N. Y. He had been engaged in the feed business there for a number of years.

TERRILL.—On January 9, A. D. Terrill, representative of the Priddy Grain Company of Wichita Falls, Texas, died at Erie, Texas, from heart failure. Mr. Terrill's home was in Henrietta, Texas.

WELLS.—After a short illness, William B. Wells died at Indianapolis, Ind. He was president of the Star Elevator Company and had been a member of the Indianapolis Board of Trade for 20 years.

WILMARTH.—Alfred Wilmarth of Morris & Wilmarth, grain commission and stock firm of New York City, died not long ago. His firm at one time transacted considerable business in local grain pits for Western clients and those in stock exchange circles.

WORTS.—William Worts died at his home in Toledo, Ohio, from pneumonia, during the latter part of January. He was formerly in the grain business under the name of Worts & Emmick.

## ILLINOIS ATTORNEY OUTLINES CAR PROSPECTS

Attorney W. R. Bach of the Illinois Grain Dealers Association, in a recent communication to the Association, outlined the present and prospective cars situation. In part he said:

Up to this time there have been in force on the different transportation systems of this country as many different rules of car distribution as there are systems.

Until the decision of the Interstate Commerce Commission in the case of *Farmers' Elevator Company of Vermilion, S. D., vs. C., M. & St. P. Ry.*, 41 I. C. C., 475-482, rendered October 23, 1917, that Commission had not announced any rule of grain distribution. The Commission had in *Iowa Commission vs. C., R. I. & P. R. R.*, 29 I. C. C., 396, refused to disapprove a rule of grain car distribution that was in operation on the C., R. I. & P. R. R. In the case first above mentioned the Interstate Commerce Commission has laid down a rule of Grain Car Distribution during periods of car shortage that our members should know. The opinion is too lengthy a one to be published in full. I have been requested to make a short statement concerning same.

According to this decision grain cars are to be furnished in the relative proportions in which different shippers tender grain for shipment, such grain being actually on hand and conveniently located for prompt loading.

When all elevators at any station are filled, shippers will no doubt tender for shipment each day all grain they have on hand and all grain available for prompt loading.

This will result in giving shippers with the largest stock of grain on hand or immediately available for prompt shipment the largest proportion of available cars. It thus behooves our members to have large storage capacity and to always have large stocks of grain on hand either in the elevator or near enough to be available for prompt loading.

By prompt loading is meant "loading within the same day a car may be set, if set before noon of that day."

The distribution of cars on a strictly "firm" basis is expressly disapproved by the Commission in said case. Likewise the Commission disapproves of a distribution on the basis of past performance.

I would advise our members in times of acute car shortage to serve written notice on the agent of the railroad each day, stating the amount of grain on hand or bought and ready for prompt loading and tendering all of it to the carrier for shipment. You will thereby be entitled to the largest proportion possible.



February 15, 1918

I can readily see what this will eventually lead to in the matter of the construction of larger storage and of increased buying for future delivery in order to secure the larger proportion of cars.

This rule will undoubtedly be made universal by the Director General of the American Railways.

We owe the duty to our country to assist in every way we can the officers entrusted with this problem of transportation.

Let us endeavor to make Government control of American railways so successful that it may be permanent.

Your officers' recent experiences with a committee appointed by the General Managers' Association of the Illinois carriers to adjust differences are sufficient in themselves to make Government control most welcome.

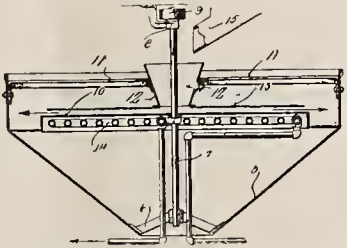
The producer, shipper and carrier of grain must co-operate to the fullest extent and with the least friction, in order to prevent food shortage and starvation. "Food, with men and war munitions, will win this war."

## GRAIN TRADE PATENTS

Bearing Date of January 1, 1918

Grain Drier.—Peter Provost, Milwaukee, Wis. Filed December 29, 1916. No. 1,251,573. See cut.

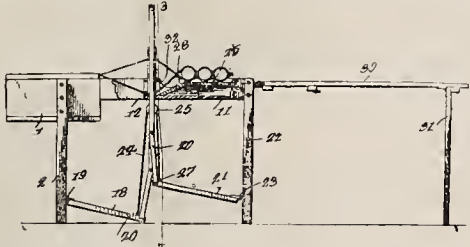
Claim: A grain drier including a casing, baffle means in the casing, means for procuring a flow of heated air in the casing, a horizontal rotative plate



above the casing means for supplying grain to the central portion of the plate, and means for directing grain from the peripheral portion of the plate to the casing.

Machine for Stringing Seed Corn.—Reinert Thompson, Wautoma, Wis. Filed September 27, 1916. No. 1,252,200. See cut.

Claim: A machine for stringing seed corn having a frame, a pair of bars slidable therein, a treadle hingedly secured at one end to the frame and pivotally connected at the other end to the lower ends of said bars, a second pair of bars slidable in the frame closely adjacent the first mentioned pair of bars, a

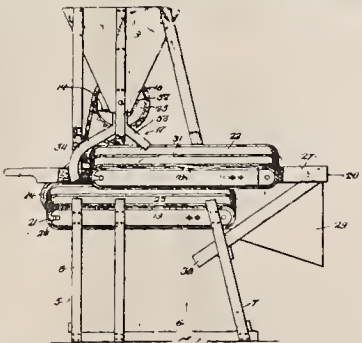


treadle hingedly secured at one end to the frame and pivotally connected at the other end to the said second pair of bars, and connections between the said treadles whereby when one treadle is depressed the other treadle is simultaneously raised.

Bearing Date of January 15, 1918

Wild Pea Mill.—Fred E. Passer, Wells, Minn. Filed June 27, 1917. No. 1,253,875. See cut.

Claim: A device for separating wild peas from wheat embodying a pair of superposed transversely inclined upper and lower belts, the upper belt at its rear end terminating short of the lower belt, and

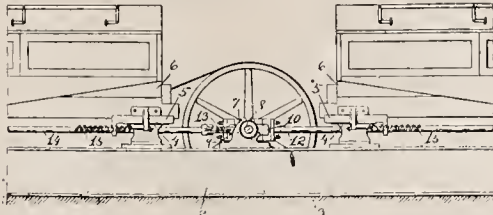


means disposed above the rear end of the belts for simultaneously depositing the material to be separated thereon, and means carried by the latter mentioned means for pulverizing the wheat previous to the depositing of the same on said belts, and means carried by each of said belts for preventing any accidental lateral displacement of the peas from said belts.

Machine for Separating and Cleaning Grain.—William Henry Ford, Niagara Falls, N. Y., assignor to The Shredded Wheat Company, Niagara Falls, N. Y. Filed July 24, 1912. No. 1,253,951. See cut.

Claim: The combination with two reciprocatory separators in line with each other and with their direction of motion, and a longitudinal base frame and horizontal tracks thereof supporting said separators, of boxes secured to said frame midway between the tracks of the separators, a transverse shaft having a central crank and side cranks opposite to and of equal length to that of said central crank and in the

plane thereof, springs in the plane of the crank shaft connecting the separators to the base frame, and pitman connections substantially in the plane of said tracks between the separators and the cranks, said



pitman connections being central of and substantially in the same longitudinal vertical plane as the centers of gravity of said separators.

Bearing Date of January 22, 1918

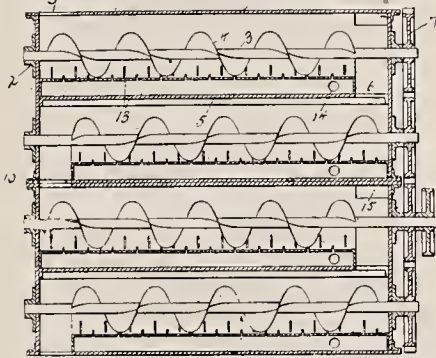
Seed Corn Drier.—Ole G. Vold, Forest City, Iowa. Filed May 7, 1917. No. 1,254,378.

Seed Testing Tray.—Frank A. Burgess, Geneva, Ill. Filed December 22, 1916. No. 1,254,200.

Bearing Date of January 29, 1918

Grain Drier.—Forest Bromley, Decatur, Ill. Filed March 16, 1916. No. 1,254,770. See cut.

Claim: An apparatus of the character described, including in combination a casing having inlet and discharge openings, a partition within the casing dividing it into an upper and a lower compartment, said partition terminating short of the end wall so that the compartments intercommunicate, a conveyor in



each compartment, each of said compartments having a false bottom formed on a concave to approximate the curve of the conveyor and to provide an air compartment therein, means for supplying air to said air compartments whereby grain is subjected to the action of the air during its passage along the false bottom.

## WAR AND THE LARGEST PURSE

America has awakened to the realization that there is a powerful and unscrupulous enemy determined to defeat her, throwing every ounce of economic strength into the task. If this enemy is to be defeated, the United States must make war in deadly earnest, and one of the deadliest blows that can be dealt is to provide the Government with all the money it can use in financing the campaign against Prussianism, for, in the end, the army with the longest purse will win.

Germany boasts of her many loans, but Germany has pyramided her loans on a financial foundation that sooner or later will bring the whole structure down with a crash that will be heard around the world. Germany has built her war loans on a gold reserve smaller than that in some of the subtreasuries of the United States. German money today is in about the same unhealthy condition Confederate money was south of the Ohio River in 1863, when Atlanta's letter carriers, receiving \$6,000 a year pay, were forced to resign because the \$6,000 would not provide enough food to keep them and their families alive.

"Buy United States Liberty bonds and thrift certificates; lend the Government all the money it needs," said a great financier recently, "and force Germany to new loans, that the day may be hastened when her comparatively small gold reserve will no longer be able to support the enormous weight of credit built upon it, and her financial structure will collapse. Our soldiers and sailors are busy with the task of defeating Prussianism in the field; contribute your crushing blow by beating her financial structure into a hopeless pecuniary wreckage.

"If Germany is not beaten financially, as well as in the field, this war will have been fought in vain, for she will, at the close of hostilities, use her banking power to bring about the commercial subjugation of the world that her army power failed to crush.

"He also serves who upholds the hands of the United States Government with his money."

THE Nickel Plate Railroad and the Pittsburgh, Fort Wayne & Chicago Railroad have announced that, effective at once, they will not accept shipments for the Norris Grain Company, Keystone Elevators at South Chicago and the American Maize Products Company at Roby, Ind.

THE Chicago, Racine & Milwaukee line and the Goodrich Transportation Company has made plans to alternate the nightly boat service of the two concerns from Milwaukee to Chicago effective January 22. As soon as the railroads can handle the freight each shipping company will handle its respective businesses.

## BUSHEL OF BARLEY IN A CONICAL PILE

BY N. O. NEAR.

According to Airy's experiments, made in 1897, the angle of repose for barley weighing 39 pounds per cubic foot is 27 degrees. He gives the tangent of the angle as 0.507.

The accompanying chart, therefore, has been based on Airy's findings and upon the formula:

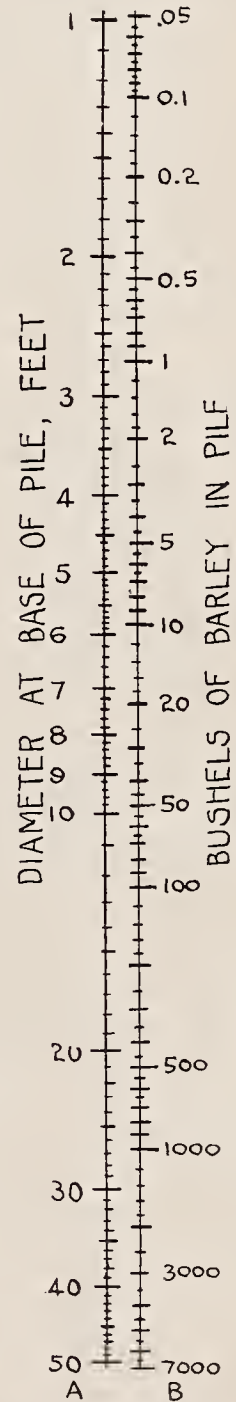
Total bushels = 0.1053 tan A D<sup>3</sup> where

A = the angle of repose in degrees; and

D = the diameter at the base of the pile in feet.

For example, using the chart, how many bushels of barley in a conical pile the diameter of whose base is 20 feet?

Find the 20 in column A and simply glance



across to column B and there's the answer—very close to 430 bushels.

Substitute in the formula and you will find that the chart is pretty accurate and much quicker than the "longhand way."

Of course, this chart is not absolutely accurate because the angle of repose for barley is not an absolute constant. The angle varies slightly with the weight of the barley per cubic foot and with the roughness or smoothness of the surface as the case may be. The chart will be found extremely handy, however, to the man who wants to estimate pretty closely and quickly the number of bushels of barley in any conical pile.

By substituting the value of the tangent of the angle in the formula we can reduce the formula for barley to this simple equation:

Total bushels of barley in a conical pile = 0.0534D<sup>3</sup>.



## FIELD SEEDS

A new seed house will be built at Great Falls, Mont., for the Barkemeyer Grain & Seed Company of that place.

Fred S. Plant, W. R. Young and A. R. Ward have incorporated at St. Louis, Mo., as the United States Seed Company, capitalized at \$50,000.

Arrangements have been made by Alfred J. Brown Seed Company of Detroit, Mich., for the erection of a large warehouse at Livingston, Mont.

The capital stock of the Pfeiffer Grain & Seed Company has been increased from \$25,000 to \$50,000. The company operates at Durand, Wis.

A new two-story storage shed is being built at Buffalo, N. Y., for the Craver-Dickinson Seed Company. The new building will cost \$11,000.

The McGill Seed Company's business at San Francisco, Cal., has been taken over by Wm. A. Cox who will operate in the future under his own name.

Capitalized at \$10,000, the Ozark Seed & Plant Company was incorporated at Nashville, Ark. J. S. Norman will be president and general manager.

Reports state that petitions have been circulated in Yellowstone County, Mont., asking County Commissioners to provide seed grain to needy farmers.

The Tucson (Ariz.) Seed Company has changed its name to that of the Tucson Seed & Floral Company, and will handle flowers in addition to its seed business.

Numerous changes are to be made, it is expected, on the seed house of the Van Buskirk Seed Company at Rocky Ford, Colo. W. D. Palmer is the new manager of the concern succeeding P. J. Reifel.

An addition is being built to the plant of the Spokane Seed Company of Spokane, Wash., giving them about 1,600 square feet additional space. The company will now handle hay, tools and dairy supplies.

R. L. Penick is president; W. M. Marlan, vice-president and A. M. Latham secretary of the recently organized Stamford Food & Seed Co-operative Association of Stamford, Texas. The company has a membership of 35.

The new seed plant of the Emmetsburg Seed Company at Emmetsburg, Iowa, has been completed. The building is 40x100 feet, three stories high with basement, and is equipped with modern facilities for drying and storing seed corn.

The Wiesel Seed Company was incorporated recently to do business at Pueblo, Colo., with a capitalized stock of \$20,000. J. M. Wiesel is president and manager. He was formerly connected with the Denver branch of the Barteldes Seed Company.

The announcement was recently made of the marriage of Dorothy M. Aillon to Frank Yelverton O'Bannon on January 29 at McPherson, Kan. Mr. O'Bannon is vice-president and treasurer of the well-known Claremore, Okla., seed firm, The O'Bannon Company.

Dean W. M. Jardine, director of the Kansas Experiment Station, claimed in a recent address of his before a Kansas agricultural conference that Kansas faces the worst sorghum seed shortage in 30 years. He said that approximately from 20 to 36 western and central counties would be obliged to import seed corn. The early October frost damaged 50 to 75 per cent of the sorghum crop.

J. Bolgiano & Sons, a Baltimore, Md., seed company, celebrates its 100th anniversary this year. In 1818 the business was founded by the great-grandfather of the firm's present manager. The company first occupied small quarters on South Calvert Street, and later on conducted its business in Lombard and Light Streets, where during the Baltimore fire the entire plant was destroyed. The present quarters were then built at Pratt and Light streets. Additional warehouse room has been built by the company since it came there.

It has been reported by the Seed Testing Laboratory at Columbia, Mo., which is maintained jointly by the United States Department of Agriculture and the University of Missouri College of Agriculture that during the past few weeks there has been an unprecedented demand for seed analyzing. It has become necessary to obtain another seed analyst to assist in the work of the laboratory. Farmers and, within certain limits, seedsmen are at liberty to send samples of seeds to this laboratory for analysis. The seeds are tested for purity, germination, examination and identification. Much is done here in detecting adulterated seeds.

"Clover seed appears healthy," says C. A. King & Co. of Toledo, Ohio. "Stocks small and decreasing. Offerings light. Some February longs want the seed. Open trades in February and March are

much smaller than a year ago. Still some hedges out, mostly for March. Some February shorts are shipping in to fill sales. Embargoes and railroad delays restrict business, but better weather should soon be due. Some farmers East and Northwest are hesitating about buying. January demand was larger than usual. Government is gathering its report on public stocks, but will hardly have it complete before the last of February. Expect railroad delays. Better start in your surplus seed early. Don't wait too long before ordering."

### NEW SEED TRADEMARK

During the past month the following new seed trademark was published in the *U. S. Official Patent Gazette*: "Peco" alfalfa, blue grass, timothy

**PECO**  
Ser. No. 107,141.

and red top seeds. Pittsburg Elevator Company, Pittsburg, Kan. Filed November 3, 1917. Serial No. 107,141.

### SEEDS SCARCE IN CANADA

BY C. H. BROOKS.

Seed for many varieties of field crops will be scarce during the coming season and farmers will be wise to make arrangements for their supplies well in advance of planting. Such is the conclusion of the Canadian Food Controller's Office, which in conjunction with the United States Food Administration, has been considering questions in regard to the supply of seed available for planting this year.

Information just received from Washington says that supplies of seed corn of the flint types of New England are very scarce and that the United States will not have any for export. On the other hand, good varieties of seed corn to be planted for ensilage are available for use in Southeastern sections of Canada.

Negotiations are in progress with the United States Food Administration to secure a supply of seed peas for planting in Canada.

### CLOVER REPEATS

Made new high level this week. Where is the top? Prices have advanced easily. Principal question is one of supplying the demand. Price seems secondary. Stocks decreased 2,000 bags this week. Have decreased 20,000 for season to date. Nothing like it ever known. Still higher prices freely predicted. Too little seed to go around this year, and this, with the generally high range of prices of other commodities, easily accounts for the situation.

Alsike made new high levels this week. It is affinity of clover. High clover prices affect it.

Big timothy dealer thinks the big stocks of that seed are in Toledo. Timothy can be financed more easily here, where it is a staple commodity, than at some other points. This indicates that the Toledo situation doesn't truly reflect the general condition of the timothy market. Big open interest still exists in March. Smaller acreage is expected this year, as grain will have the right of way in seeding operations.—*Southworth & Co., Toledo, Ohio, from Weekly Market Letter of Feb. 12.*

### SOME ALFALFA SEED FACTS

There are from three to five seeds in each of the spirally coiled alfalfa pods. The shape of the seeds is generally curved, sloping to an angular point at one end. Many seeds are kidney shaped, and some few are rounded, or rather oblong. The seed, when dead ripe, is of a deep golden yellow color. Seed with a greenish tinge is slightly immature, but will grow. Brown or blackened alfalfa seed is generally poor. Frequently it is seed that has sweated and in which the embryo has died. It is always wise to reject any sample of alfalfa seed containing many brown, black or shriveled seeds. Good alfalfa seed should be plump, yellow, and free from weed seeds, dirt or debris.

Alfalfa seed has a standard weight of 60 pounds per bushel. There are about 220,000 alfalfa seeds to the pound, which would mean, if sown at the rate of 15 pounds to the acre, if 90 per cent of the seed germinated 3,300,000 plants per acre, or 75 to each square foot, which would be ample for a good stand, except for failure of some seeds to grow, the death of seedlings, and the competition of weeds.

As a matter of fact, in a few years most of the alfalfa plants with which a field begins are crowded

out by competition, or die from other causes. The number of plants to the acre in an alfalfa field has been found to range from as low as 70,000 to as high as 653,000.

### SEED CORN EMBARGO FROM NEBRASKA

With the purpose of retaining seed corn within the state for home use, the Nebraska State Council of Defense on January 24 placed an absolute embargo on all seed corn going out of the state. Seedsmen obtained a modification for this embargo so the sweet corns, flint corn and pop corns are withdrawn from the embargo. Very early Dent corn may be shipped out also, applying the shipments on sales and contracts already made, but the standard varieties of Dent corns cannot be shipped out until after March 15. On that date a survey will be taken of the corn situation and a decision will be made by the Council whether the embargo will remain in force or be canceled. There is probably not over 100,000 bushels of seed corn in sight while the average amount of seed corn needed for planting in the state of Nebraska is 800,000 bushels.

### ENGLISH SEEDS MUST BE TESTED

The British Food Controller recently issued a new order of importance to the English seed trade, which states that on and after January 1, 1918, no seedsmen, grower or farmer may sell or expose for sale for sowing any seeds as defined by the order, unless a sample of the seed has been properly tested, either by the seller or one of the Government stations.

The required information must be correctly declared to the purchaser at or before the time of sale in writing either directly or by reference to a printed catalog or price list containing the information required.

However, the declaration need not be given unless demanded by the purchaser for garden seeds sold up to July 1, 1918.

In the case of other seeds exposed for sale, a copy of the declaration required must be conspicuously exposed on or in connection with the goods.

The particulars to be given include origin, variety, weight, the percentage of injurious weeds, germination and other details.

### POSTER IN SEED CORN CAMPAIGN

The seed corn situation, as every well-posted grain man knows is very serious. A campaign is now going on in Minnesota and adjacent states to awaken farmers to this fact. Posters are being widely used. Among them is one designed by C. C. Massie of Northrup, King & Co., seedsmen of Minneapolis, who has sent his "copy" for the poster to the "American Grain Trade."

The poster carries a display head "Save every ear that will make seed." This is followed by a picture of a seed corn ear and the following warning:

The country is threatened with a seed corn famine. Seed corn is very scarce. Farmers must save every ear that can be used for 1918 planting.

Sort all your corn. Test all promising ears. Preserve every ear that shows satisfactory germination and store it in a dry place.

If you have more seed corn than you can use, your neighbors will need it to start their 1918 crops. Save surplus seed to help supply those who are short. Notify your state Experiment Station of all surplus seed.

Whenever possible, plant corn raised in your immediate vicinity. It is not safe to sow seed corn raised more than 200 or 300 miles south of your locality. The nearer home the seed is grown, the surer the crop.

If you buy seed corn, insist on a statement showing county and state where grown and percentage of germination.

At the bottom of the poster is a picture of a rag doll tester and enclosed in a border are the following pertinent points.

1. Sort all your corn.
2. Test every sound ear.
3. Cure it in a dry place.
4. Save all surplus seed.
5. Plant seed grown near home.
6. Notify state Experiment Station of any surplus seed corn.
7. Plan to sow as big a corn acreage as you possibly can.

### LITTLE CORN HELD BY DEALERS IN EAST AND SOUTH

Small stocks of corn in the hands of dealers in New England and other Eastern and Southern states, with the exception of Delaware, Maryland and Virginia, where surpluses were produced, are indicated by reports reaching the United States Department of Agriculture. Actual available supplies in the Southeastern States are said to be greater than ever before, although the amount of corn in the hands of distributors and other dealers is much below the normal. Most districts in the Southeastern States have sufficient supplies for local needs during the winter, while dealers in many places, especially in northern Mississippi, northern Alabama, southwestern Georgia, and western Florida, have shipped rather large quantities of corn to the larger markets.



## Grain and Seeds

### WANTED

• By an old established seed house, a thorough business man of character, capability and experience in the general seed business. State qualifications, experience and salary wanted. • SEED HOUSE, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

### BLACK HILLS ALFALFA SEED

Sample and price on request. BROOKSIDE FARM, Buffalo Gap, S. D.

### FOR SALE

We have a fine lot of good white seed corn for sale. NEWMAN MILLING COMPANY, Cullman, Ala.

### WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

## SEEDS Grain, Clover and Grass Seeds CHAS. E. PRUNTY 7, 9 and 11 South Main St. SAINT LOUIS

## MINNEAPOLIS SEED COMPANY

WHOLESALE FIELD SEEDS

### HARDY NORTHERN GROWN SEEDS OUR SPECIALTY

BUYERS, RECLEANERS, SELLERS

Ask our bids before selling

Write or wire for samples and prices

### TIMOTHY, CLOVERS, MILLETS

Grasses, Forage Seeds, Seed Grains, Peas, Beans and Screenings

SEED ELEVATOR AND WAREHOUSES:  
34TH TO 35TH STS. AND RAILROAD  
AVE. SD., DN C. M. & ST. P. RY.

P. O. ADDRESS: LOCK DRAWER 1546  
OFFICES: 3444 RAILROAD AVE. SO.  
MINNEAPOLIS, MINN.

GRAIN ELEVATORS AND WAREHOUSES:  
35TH TO 37TH STS. AND RAILROAD  
AVE. SD., DN C. M. & ST. P. RY.

## The ALBERT DICKINSON COMPANY

### GRASS SEEDS FIELD

To Meet Demands Of

## Chicago PURE SEED LAWS Minneapolis

# Seed Corn

## Good Seed Corn Is Very Scarce

We have limited amounts of Pride of the North-Wimples Yellow Dent and Reid's Yellow Dent, also Silver Mine and Wisconsin No. 7 of the White varieties, all showing very satisfactory germination results.

Get in touch with us at once.

Samples and prices on request.

The Above Lots Are Northern Grown

**T. H. Cochrane Co.**

Portage, Wisconsin

## L. TEWELES SEED CO. MILWAUKEE, WIS.

Red, White and Alsike Clover  
Timothy and Alfalfa Seed

Seed Corn

Field Peas

## Ross Seed Company LOUISVILLE, KY.

WE BUY AND SELL  
FIELD SEEDS

Send Sample for Bids.

Ask for Prices

## Cochrane Quality Field Seeds Are the BEST THAT GROW

Twenty buying stations in the producing sections of Wisconsin and Minnesota enable us to buy the "cream of the crop." Write for quotations and samples.

## T. H. Cochrane Co., PORTAGE, WISCONSIN

We want to buy Clover, Alsike, Timothy, Alfalfa White Clover.

WE BUY AND SELL

## Seeds

Write Us Your Needs

**SCHISLER-CORNELL SEED CO.**  
St. Louis, Mo.

## Seeds Wanted

CLOVER, ALSYKE, TIMOTHY, Sudan, Cane, Cow Peas, Soy Beans, and all Field and Grass Seeds. Send us samples and get the highest price for what you have to sell.

### J. F. SUMMERS

1929 West 43rd St., Chicago, Ill.  
CHICAGO, ILLINOIS

## THE PLACE TO BUY

Seed Peanuts—Peanut Meal and Hay  
Seed Velvet Beans—Beans in Hull—Bean Meal  
Seed Cotton—Cotton Seed Hulls and Meal  
Seed Field Peas—Seed Corn—Chufas  
Seed Watermelon Seed—Wheat—Rye—Oats  
Seed Sorghums—Millets—Sudan Grass, Etc.

Try us—1918 Seed Growing Contracts. Our prices may not be "the cheapest," but our seeds are "the best." Write us or wire us.

## THE DIXIE SEED FARMS

Headquarters—CORDELE, GEORGIA  
Seed Growers, Breeders and Dealers

### White Clover

### Orchard Grass

### Tall Meadow Oat Grass

### Rye Grass

**WM. G. SCARLETT & Co.**

BALTIMORE, MD.



**SEND US YOUR SEEDS****WE BUY AND SELL**

Red Clover

Alfalfa

Dwarf E. Rape

White Clover

Alsike

Natural Grasses

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Red Top

**Car or Ton Lots**Sun Flower  
Timothy  
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Blue Grass**I. L. RADWANER****.. Seed Merchant ..**

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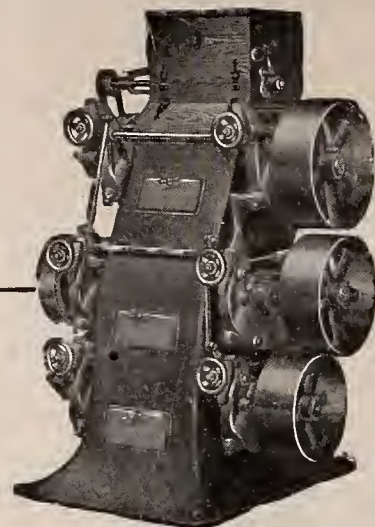
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ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.  
Automatic in operation, requiring no attention

**THE CUTLER CO., North Wilbraham, Mass.**

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**You need this sturdy, capable,  
general purpose mill**

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

**N. & M. Co.  
Three Pair High Mill**

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.  
If you haven't got it we will send it on request.

Everything  
for the  
Modern  
Mill

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Ask for  
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*America's Leading Mill Builders*



# HAY, STRAW AND FEED

C. F. Clark is conducting a feed and grocery business at Calistoga, Cal.

The feed and flour business of C. M. Weeks at Knoxville, Ill., has been closed down.

A feed and flour business has been opened at Marshall, Ark., for R. W. Highland.

The feed and flour business of B. Bellows at Polo, Ill., has been purchased by Jas. Ports.

E. J. Allen and B. W. Thomason have engaged in the feed business at Broken Bow, Okla.

The Stockwell feed business situated at Alvin, Texas, has been purchased by R. C. Wilhite.

A new feed business has been opened in Rush Springs, Okla., by J. G. Grant and K. H. May.

A feed and grocery business has been opened at Crockett, Texas, for R. L. and W. C. Shivers.

Peter A. Ameling has made arrangements for opening a feed and fuel store at Red Wing, Minn.

Coleman Curtiss has decided to enter into the feed business at Buffalo (r. f. d. Cochrane), Wis.

The feed store of S. T. Harding situated at Carrollton, Mo., has been purchased by N. A. Fisher.

The A. G. Niles flour and feed business situated at Kearney, Neb., has been purchased by Chas. L. Snider.

A store in which will be handled feed, hay and seeds, has been opened at Davis, Okla., by J. W. Wallis & Son.

A preliminary certificate of dissolution has been filed by the National Hay & Grain Company of Evansville, Ind.

T. W. Blount, Jr., has reopened his feed business at San Augustine, Tex., which was damaged by fire recently.

The capital stock of the Potsdam Feed & Coal Company at Potsdam, N. Y., has been increased from \$30,000 to \$75,000.

The Farmers' Union Elevator Company of Bel- field, N. D., has made plans for the erection of a feed and flour shed, 28x30 feet.

W. B. Anderson has sold his stock of feed and flour to H. Christensen who will continue the business at Weyerhauser, Wis.

O. France has purchased an interest in the feed business at Abilene, Kan., formerly conducted as Lackey & Son. The business will now be conducted as Lackey & France.

Otto J. Bruce has been appointed receiver for the Indiana plant of the Chicago Feed & Fertilizer Company upon the petition of Hurst & Co., an Indianapolis, Ind., concern.

The feed store of J. S. Turnpugh at Strong, Kan., has been disposed of to John Crawford and R. Z. Blackburn. The company will operate under the name of Crawford & Co.

Eugene C. Dreyer, Frank K. Houston and Franklin Meter have incorporated at St. Louis, Mo., as the Midwest Flour & Feed Company. The capital stock of the organization is \$12,500.

L. D. Naylor, L. B. Milan and John N. Touchstone have incorporated at Dallas, Texas, as the Consumers' Feed Company. The company is capitalized with stock amounting to \$3,000.

M. M. Mell and others have incorporated at Akron, Ohio, as the M. M. Mell Company and will take over the flour and feed business of M. M. Mell & Co. The company has a capital stock of \$150,000.

The Firestone Distilling Company's plant at Monessen, Pa., has been purchased by M. Krasik, who has converted it into a feed and flour establishment. Numerous improvements have been made on the plant.

The partnership of Klein & Sutmar and S. Hunter at Oakes, N. D., has been dissolved. Hereafter the business which was conducted as the Cash Flour & Feed Company will be conducted exclusively by Klein & Sutmar, under the old name.

At the recent election of the Minneapolis Hay Board of Trade, the following officers were chosen to serve for the coming year: President, O. R. Gratt; vice-president, Dan Hagen; treasurer, P. J. Anderson; Catherine Cretty was retained as secretary; directors: Alfred Nagel, L. E. Phelps, W. J. Smith, Geo. Duensing and Geo. Carlson.

The MacLachlan Bros. Company is now situated in its new feed store at Sault Ste. Marie, Mich. The MacLachlans started in the feed business in 1898 and since then the business has grown steadily until last year they decided to erect a new cement block warehouse and office building. This plant was just recently completed and during the

latter part of January operations were started in it. The building is equipped with a freight elevator.

## FEED CONTROL

The control of the feeding stuffs industry by the Food Administration was taken over after close consultation with the leaders of the trade. A Feeding-stuffs Industry Committee has been appointed with G. A. Chapman of the Quaker Oats Company, Chicago, as chairman, and this committee will have pretty much general control of the industry during the war. They will act in an advisory capacity, as the Millers' Committee does, but also like the millers, they will be in actual charge of this phase of the country's food supply and will make the rules governing the manufacture and distribution of feed, subject, of course, to the approval of Mr. Hoover.

Mr. Chapman as general chairman will have the entire confidence of the trade. His wide vision and ability were displayed when he was president of the American Feed Manufacturers Association, and his constructive work for that organization marked him as the logical man for his present position. His path will not be entirely strewn with roses, however, for the 60-day limiting clause will be a hardship to many branches of the trade unless the inequalities can be satisfactorily ironed out.

## HENRY H. FREEMAN & CO.

### Hay, Straw and Grain COMMISSION MERCHANTS

Correspondence and Consignments Solicited.  
Market Reports on Application.

66 Board of Trade

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## WE HAVE AN EXCEPTIONAL TRADE

### AND WANT TO BUY

### Barley Feed and Mill Feed

Ship us sight draft with bill of  
lading attached

E. P. MUELLER

Established 1887

5 N. La Salle St.

CHICAGO



## WIDE RANGE IN NEW YORK HAY PRICES

BY C. K. TRAFTON.

Immediately subsequent to the issuance of my last review the various hay markets in this port were remarkably irregular and unsettled. Indeed, it would be extremely difficult, if not impossible, to remember a time when there was such an extraordinarily wide difference of opinion as to values. Ordinarily, and especially in peace times, quotations for the various grades at the many different yards and terminals rarely if ever vary as much as \$1 per ton. Indeed, the difference was seldom more than 50 cents. Consequently, much astonishment and dissatisfaction was manifested by conservative members of the trade when it was found that on numerous occasions that there was a differentiation of approximately \$2 on the same classification. Naturally, such an unusual state of affairs created much confusion, not to say bewilderment. After careful investigation it was found that the apparent discrepancies were not especially difficult of explanation. In other words, there was on some days an abundant supply of hay at some yards or terminals, whereas at others there was continued scarcity. This shows, of course, primarily that the great irregularity was brought about by the uneven or abnormal condition of railroad traffic. Apparently some roads were able to spare more cars for hay than others.

On the whole, however, the general supply was temporarily slightly larger, and hence prices receded in some cases as much as \$2 to \$4 per ton on good to choice descriptions, but it was alleged that some sales of inferior grades had shown a decline of as much as \$5. This was ascribed to the fact that a large proportion of the hay received was of inferior quality, whereas the receipts of choice No. 2 and No. 1 were still comparatively limited. The sudden and rather unexpected increase in the receipts was largely attributed to the alarm created by the near-famine, which led many prominent dealers as well as organizations to take drastic steps to prevent starvation among horses, etc. Among the most influential in this respect was the Society for the Prevention of Cruelty to Animals and the Hay & Grain Dealers Protective Association, who sent urgent petitions to Director General McAdoo for relief.

Toward the end of the month, however, the market again became strong, practically all of the decline being recovered; choice No. 1 Timothy in large bales ruling from \$38 to \$40, according to terminal. This quick recovery caused little surprise among well-informed dealers, who realized that the supply had again become insignificant and that the prospect was by no means bright for appreciable enlargement in the near future. In other words, they realized that it was, to say the least, extremely difficult to obtain anything like sufficient freight cars.

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**ALFALFA**

**We are the Largest Distributors**

of ALFALFA in

**GREATER NEW YORK**

Shippers who have Alfalfa Hay to dispose of, if they will communicate with us we will provide a satisfactory outlet.

**ALFALFA**

**A W. D. Power & Co.,** 12-15 N. Y. Hay Exchange  
NEW YORK

ALFALFA

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## Mr. Hay Shipper:

When you consign a car of hay you have a right to expect special service, such as can only be given by a firm engaged strictly in the commission business. We have been in business many years and given personal attention to all shipments entrusted to our care. We are members of the Chicago Board of Trade and can offer the best of bank and mercantile references. TRY US WITH A CAR.

**J. J. Considine & Co., 43 Board of Trade Chicago, Ill.**

## ALBERT MILLER & COMPANY

HANDLERS OF EVERYTHING IN

TIMOTHY  
CLOVER  
ALFALFA  
PRAIRIE  
PACKING  
STRAW

## HAY and STRAW

CONSIGNMENTS AND  
ORDERS SOLICITED

192 N. Clark St., CHICAGO, ILL.





## CHICAGO HAY MARKET

"The hay market in this city continues very strong," say Albert Miller & Co., in a special letter to the "American Grain Trade" under date of February 12, 1918. "Not only are we having a very big local demand, but an exceptionally good outside demand. Judging from past experiences we would look for a continuance of this outside trade until the new hay is ready. In a good many localities the home-grown supply has been exhausted; in fact, some sections of the country that have been shipping hay will undoubtedly be shipping in again before the new crop comes. This applies to sections that have not suffered so severely from the car situation as others.

"It is true that in some sections there is still an abundance of hay, but lack of equipment is going to make it difficult to move this to sections that are short, particularly in quantity sufficient to effect the price. It is our opinion, therefore, that we will see a high market throughout the season. There will be times, of course, when the market will break a dollar or two a ton, but this will be of short duration. The smallest break in the market of late has generally been followed by heavy buying.

"In making the statement that we anticipate continued high prices, we do not do so with the intention of influencing the holding back of hay, but, on the other hand, we most emphatically urge shippers to keep loading out as fast as equipment is furnished. This is a duty that all shippers and farmers owe to their country and to their fellowmen, who may not be as fortunately situated as are they."

## ST. LOUIS HAY MARKET

"The scarcity of hay in St. Louis still continues," say Toberman, Mackey & Co. "The fact is there is not nearly enough hay coming here to supply the demand, and all classes of timothy and clover mixed are very scarce and high. Indication are now for better weather, and if we can have a few days of good weather, believe the situation will ease up some and the market drop back to where it was a week or so ago. Alfalfa is lower. Demand very quiet on all classes. High grade Kansas prairie is scarce and in good demand, but the Iowa, Minnesota and Northern prairie is dull and hard to place."

"The St. Louis hay market is ruling strong," says the Mullally Hay & Grain Company, "with an urgent demand for almost all grades of timothy and clover mixed. No. 1 and choice was the minor portion of the offerings and most looked for. The movement of hay here has been very free and our market kept well cleaned up right along and is practically bare at the close today and the trade is unsupplied with the best grades of hay. Our market is in excellent condition for fresh arrivals and we advise prompt shipments. Shipments made now will sell at a higher range of prices than the present quotations. Clover hay is in good demand. Prairie hay continues scarce with a right good demand for the best grades which are the minor portion of the offerings. Alfalfa hay is ruling steady with an excellent demand for all grades at the prevailing prices. The movement of alfalfa hay here has been very free as the local demand here is good and a great many cars are taken for shipment."

## HAY TRADE TO BE LICENSED

J. Vining Taylor, secretary of the National Hay Association, has issued a bulletin announcing that a few weeks ago Judge Lamb, who has been placed in charge of milk under Mr. Hoover, concluded after taking up his work at Washington on this subject, that in order to accomplish results, it would be necessary to indirectly control feedstuffs. He therefore called together the manufacturers of feedstuffs and in their deliberations, it was found that hay was also an important factor in dealing with this problem, which resulted in the calling in of hay dealers for the purpose of co-operating with feed manufacturers, therefore the meeting of December 14, which continued until the evening of the 15th, with the result that it was unanimously decided that it would be advantageous to the Food Department to require the licensing of hay dealers and those present unanimously agreed to same.

The licensing and monthly reports to be furnished by the Food Administration will be handled in conjunction with the manufacturers of feedstuffs just as quickly as the Department can get the rules and regulations in printed form and notice go forward on this action to the hay trade.

As a matter of information to our membership, it would appear that we might state in advance that under the proposed rules agreed upon, it will be necessary for every hay dealer, whether small or large, to operate under a Government license, and make monthly reports on blanks to be furnished by the Food Administration indicating the volume of business and stock on hand each month. Every person or firm will be considered a hay dealer under the rules except farmers who may sell

hay only which they actually produced on their farm. Hay and straw will be an exception to the general rules issued by the Food Administration in respect to storage since the Food Administration concluded this would be necessary after a thorough discussion of the necessity of storing same for requirements during periods when these commodities could not be readily obtained from producers, however, the storing of hay or straw will not be permitted for speculating purposes.

Many of our members will undoubtedly be interested to know whether or not there will be any fixed price for hay or straw, and in reply to this will say that no information is obtainable at this time, nor is it thought that any attempt will be made to fix the price on hay so long as same conforms to the price of other feedstuffs and farm products.

No hay dealer can offer any objections to co-operating with the Food Administration under a license except that it will necessitate the clerical work of making out reports, which the Food Administration is preparing to be as simple and easy for the dealer as possible and still give this Department the information pertaining to hay and straw desired, and in order to not make this burdensome, monthly reports are deemed sufficient to gather the necessary information instead of weekly reports as is required from grain dealers and millers.

This step should be accepted and regarded by the hay trade in the spirit of patriotism and it is safe to predict that every member of our organization will so accept of it. We are in the greatest war of the world, differing in so many respects from any other recorded in history in the fact that it is not confined to soldiers at the front, but the struggle is so broad that it is involving every man, woman and child in the conflict.

The National Hay Association has gone on record for itself and membership as willing to contribute its mite to win the war and it is to be hoped that our members will respond promptly and assist the Food Administration in every way possible by willingly furnishing information as may be required from time to time in carrying on this part of the work.

## GERMANY JUGGLES WHEAT OFFERS

According to the *London Times* the Bolsheviks are offering to Norway wheat stored on the Murman Coast, shipped from America to Petrograd—that at a time when Petrograd and Finland are reported to be on the verge of famine, and when the Finnish authorities are making desperate appeals both to Sweden and to England and the United States to send them wheat without delay. Such offers would seem to be made at the instigation of the German Government, who want to pose as the special friend of Norway at this moment and wish at all costs to prevent her from obtaining her supplies from America. The German Government themselves are offering corn to each of the Scandinavian countries and Holland, although there is only one source from which Germany in her present condition can draw corn supplies for exportation—from her already half-starved prisoners and the enslaved population of Belgium, Northern France, Serbia and Poland.

THE Illinois Central Railroad has lifted the embargo against shipments of grain to Chicago.

"We read the "American Grain Trade" and like the paper very much. We are glad to have the grain news. BEHYMER BROS., Rockford, Ohio.

THE Interstate Commerce Commission has been asked by the Canadian Pacific Railway for permission to increase by one-fourth of 1 cent the rate on grain in carloads from Detroit and points on Lake Michigan and Lake Huron to the Atlantic Seaboard.

THE Board of Grain Commissioners for Canada has ordered the Grand Trunk Pacific Railway to divert to the Government Elevator in Transcona, Man., all wheat shipped from points on that railway west of Winnipeg. This order applies to all wheat moving eastward on that line. The wheat is being stored in Transcona for account of the Wheat Export Company, Ltd., which will pay a diversion charge of one cent per bushel in addition to the fixed price for all wheat so diverted..

## GRAIN TRIERS

Which will not clog or bind. Steel tubing fitted with maple pole. Point is turned of solid bar steel. Top is fitted with a bronze collar. Trier is 56x1 1/4 inches and has eight openings.

OTTO KELLNER, JR., 4028 S. State St., Chicago, Ills

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## MACHINERY

## DYNAMOS—MOTORS

Will rent or sell electric motors. SCOTT BROS. ELECTRIC CO., 34 Macomb St., Detroit, Mich.

## FOR SALE

Moisture testers for corn and wheat from \$24.50 up. Second-hand testers 2-4 and 6 comp. Elevator cups and belting, spouting and spoutholders. New grain testing apparatus. L. E. TAYLOR & CO., Minneapolis, Minn.

## BAGS

## FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

Miscellaneous  
Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## WANTED

Draughtsman experienced in flour mill or grain elevator machinery. GREAT WESTERN MFG. CO., Leavenworth, Kan.

## A SNAP IF TAKEN AT ONCE

The best wholesale flour and feed business in Kansas City. Long established trade. Shows good earnings. Do not miss this opportunity. K. C. K., Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

## FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

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MAKERS OF  
FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and  
Metal Roofing  
For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.



# Trouble's Here Trouble's Ahead

for the grain dealer who has no

## HESS DRIER

We can save you a lot of this trouble, and do it quick—  
Ask us.

### HESS WARMING & VENTILATING CO.

1210 Tacoma Building, CHICAGO

A Hess OUT-DOOR CONDITIONER is the next best thing, if you can't place a Drier.  
It requires no power nor space in the elevator

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EXCHANGE

PHILADELPHIA

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AND  
SHIPPERS

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**RICHARDSON BROS.**  
BROKERS  
GRAIN, FLOUR and MILL FEEDS  
THE BOURSE, PHILADELPHIA, PA.

Members { Grain Dealers' National Ass'n.  
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**S. H. YOUNG & CO.**  
GRAIN, FLOUR, ALFALFA AND  
MILL FEEDS

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OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.  
CONSIGNMENTS SOLICITED  
Special attention given to the handling of  
CORN and OATS

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GRAIN AND FEEDS

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**Taylor & Bournique Co.**  
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Shippers of Quality and Uniformity  
*Oats, Milling Rye and Corn*  
627-629 Bourse Philadelphia, Pa.

### Experienced Advertisers Know

that the "American Grain Trade" is preserved for reference by elevator men, country grain shippers and grain receivers at the terminal markets long after other journals have been thrown away.



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TRADE

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GRAIN  
RECEIVERS



## Universal Grain Code

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**Grain and Milling Trades**

OF THE

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Straight and Mixed Cars, Sacked or Bulk

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EXCHANGE

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*Grain*

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The Hungarian Milling & Elevator Co.

Wholesale  
GRAIN & FLOUR

Denver, Colo.

{ Largest Grain Dealers in  
Colorado and the West

## THE WESTERN GRAIN CO.

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Wholesale Grain and Grain Products

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for grain men is centered in  
the advertising columns of the

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✂ **MINNEAPOLIS** ✂

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## The McCaull-Dinsmore Co.

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DULUTH

MILWAUKEE

OMAHA

## Gould Grain Co.

**BARLEY**

600 Flour Exchange, MINNEAPOLIS, MINN.



<b>BOARD OF TRADE</b>	<div style="display: flex; justify-content: space-around; align-items: center;"> <span>✂</span> <h1 style="margin: 0;">PEORIA</h1> <span>✂</span> </div>	<b>GRAIN RECEIVERS</b>
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References | First National Bank, Peoria, Ill.  
Commercial German National Bank, Peoria, Ill.

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ST. LOUIS Consignments a Specialty  
Write Us for Full Information on St. Louis Markets

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## SAM FINNEY

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E. LOWITZ & CO.  
Grain Commission

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We solicit your  
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Grain Dept. 1600 Railway Exchange  
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TOLEDO

GRAIN  
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Like Billy Sunday, they Deal in  
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Wholesale Grain Dealers

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We make track bids and quote delivered prices.  
Solicit consignments of Grain and Clover Seed.Members Toledo Produce Exchange and Chicago  
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TIMOTHY FUTURES**"Send it to Zahm"**J. F. ZAHM & COMPANY  
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BOOK, FULLY ILLUSTRATED. PRICE \$1.00.MITCHELL BROS. PUBLISHING CO.  
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Yellow Corn for Milling purposes.  
Correspondence and Offers Solicited



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EXCHANGE

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F. J. MAURER, Inc.

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GRAIN

SHIPPERS

PERSONAL ATTENTION GIVEN TO CONSIGNMENTS.

"Follow The Flag"  
With Your ShipmentsURMSTON GRAIN COMPANY  
Buffalo, N. Y.

Buffalo Grain Company

Receivers, Forwarders and Commission  
Consignments Solicited

Est. 1903

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George E. Pierce

CHAMBER OF COMMERCE  
BUFFALO, N. Y.

OPERATING

Evans, Monarch and Wheeler Elevators

COMBINED CAPACITY  
1,500,000 BushelsAll Rail WHEAT Prices at  
BUFFALO now same basis  
as New York

Less Export Rate to New York

BUFFALO

now is absolutely best Market  
for your WHEAT

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WHITNEY &amp; GIBSON

Corn  
Oats

BUFFALO

Rye  
BarleyGive Your Buffalo Consign-  
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travagant promises—but backed  
up by the knowledge and experi-  
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of SPECIALIZED CONSIGN-  
MENT SERVICE in this market.

Shipping Instructions: Any routing. Draft: Any Buffalo Bank

CAUTION:

BE SURE THE NOTIFY PARTY IS

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419 Chamber of Commerce, BUFFALO, N. Y.

FOR SATISFACTORY RESULTS

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Your Wheat, Corn and Oats to

THE ELECTRIC GRAIN ELEVATOR CO.

Buffalo, N. Y.

For Best Results  
Consign Your Grain  
ToW. G. Heathfield & Co.  
INC.

831 Chamber of Commerce

BUFFALO, N. Y.

Ship Us Your  
Corn, Oats and Wheat  
Regardless Of Its Condition

Send us your consignments

PRATT &amp; CO.

OPERATORS OF  
SUPERIOR ELEVATOR

910 Chamber of Commerce,

Buffalo, N. Y.

CORN

Our facilities for handling  
your corn no matter what  
its conditions are best in

BUFFALO

Smith &amp; Jenkins

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CORN  
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✂ BUFFALO ✂

GRAIN  
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BUFFALO

**GLOBE ELEVATOR COMPANY**  
CHAMBER OF COMMERCE  
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ALWAYS IN THE MARKET FOR OATS  
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to looking after the business of my customers.  
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COMMISSION **GRAIN** BROKERAGE  
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**Taylor & Bournique Co.**  
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WRITE US YOUR NEEDS  
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GRAIN  
RECEIVERS

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BROKERAGE  
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Let me buy for you in Indianapolis.  
I satisfy others—why not you?  
INDIANAPOLIS - - - INDIANA

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**McCARDLE-BLACK CO.**  
GRAIN COMMISSION MERCHANTS  
We Know the Kind of Service You Want  
And Can Furnish It  
317 Board of Trade Indianapolis, Indiana

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INDIANAPOLIS - BUFFALO  
CONSIGNMENTS OF CORN, OATS, WHEAT AND RYE  
SOLICITED. Thoroughly equipped at Indianapolis and  
at Buffalo to handle your shipments.  
Indianapolis Office—conducted on a strictly commission and  
brokerage basis. Buffalo Office—conducted on commission,  
track buying and distributing basis. Ask them for bids.  
**WE RESPECTFULLY SOLICIT YOUR BUSINESS**

**E. LOWITZ & CO.**  
GRAIN COMMISSION  
CONSIGNMENTS  
AND  
SALES TO ARRIVE SOLICITED  
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Manager INDIANAPOLIS, IND.

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GRAIN, HAY, FEED  
Consignments Have Personal Attention.  
Correspondence Solicited  
617 Board of Trade Indianapolis, Indiana

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Is Needed by Every Grain Elevator Operator  
Contains 171 ingenious and well-described and illus-  
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BARLEY  
MILL OATS  
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Write for Samples and Quotations

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**SUBSCRIBE NOW—\$1.00 A YEAR.**



GRAIN  
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ST. JOSEPH

RECEIVERS  
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SHIPPERS**Marshall Hall Grain Co.**

H. H. SAVAGE, Manager

ST. JOSEPH, MO.

CONSIGNMENTS SOLICITEDGrain Bought to Arrive for Different Ter-  
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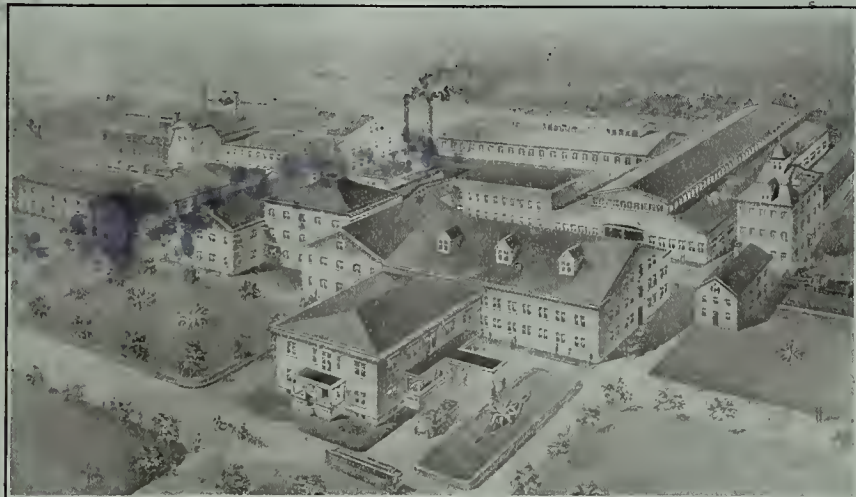
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